Did not give NHTSA misleading data, corporation says

GM denies U. S. charges on X-cars

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — General Motors has denied that it failed to give the government complete and accurate data in response to queries made by NHTSA during its investigation of the brakes on some 1.1 million 1980 GM X-body cars.

The GM statement was in reply to a Justice Department lawsuit that seeks a recall of the cars.

Further, GM said, while it did not include the NHTSA hotline number in its July 8, 1981, recall of 47,000 X-body cars with manual transmissions for a brake fix, the omission is not a violation of either law or "valid" regulation since the Reagan Administration had decided not to enforce that part of the regulation.

That "policy of nonenforcement," GM said, was "reflected in its pattern and practice of nonenforcement, especially during the period prior to October 1982, when the validity of the regulation was under review by NHTSA."

Moreover, GM said, the regulation was "invalid" because it was not legally promulgated.

The first part of GM's response was made to the government suit brought against GM Aug. 3 to force recall and correction of what the government says is a safety-related defect involving brakes. The suit also seeks $4,027,000 in damages.

It is the first time the government has ever sought damages from a car company. The suit claims there were at least 18 alleged instances of "false and misleading" responses.

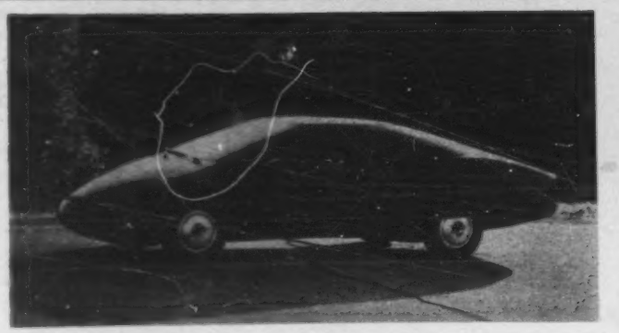
• In its partial answer, filed last week in Federal District Court in the District of Columbia, GM denied some of the charges but asked for a week's extension to respond to the issue of whether the brake problem was safety-related.

GM will either move that the court dismiss the charges or, alternatively, refer them back to NHTSA to proceed administratively.

GM has already said it will fight the charges. GM specifically called its early recall one to "allay customer concern." At the time of the recall, GM denied there was a "safety-related" problem and said it acted to "preclude the possibility of prolonged and costly litigation."

The government charged GM knew before start of production that the early X-body cars with manual transmissions needed less aggressive brake linings because a special task force set up by GM had so recommended yet GM had neither informed the government or made the change.

GM, in its court filing last week, admitted it created the task force but denied the other charges.



A Chevrolet for the 1990s?

Chevrolet believes the Citation IV, a four-place concept vehicle with a V-6 engine, could be in production in the 1990s. It is shaped to yield a .18 aerodynamic drag coefficient and highway fuel economy in the 60-MPH range. The car is 6.4 inches longer and 6.4 inches lower than the 1984 Citation II.

Citation IV could be produced in 1990s

Chevy shows a car of the future

WARREN, Mich. — Chevrolet is showing off Citation IV, a concept car that could be produced in the 1990s.

It's a driveable version of an aerodynamic show car Chevrolet unveiled last spring. Citation has front-wheel drive and is powered by a V-6 engine. It seats four and, according to Chevrolet, has potential fuel economy in the 60-MPG range.

"We think of today's Citation II as a second-generation front-drive Chevy," said Chevrolet General Manager Robert C. Stempel. "Assuming it will be followed in a few years by Citation III, then a car like this could be in line for production by the end of the decade."

Stempel said the Citation IV is the most aerodynamic car ever built by Chevrolet. Coefficient of drag is targeted in the .18 range.

"But even so, the main thing about this car is not its aero," he said. "It's the packaging.

"At first glance, there's no way to put this kind of front-drive hardware in a car like this."

The 60-degree port-injected V-6 engine incorporates electronics in both fuel metering and ignition systems. The engine has neither carburetor nor distributor.

Neither does it have a conventional air cleaner, conventional intake manifold or conventional valve covers. Chevrolet said their absence helps explain how its engineers squeezed the engine by seven inches top to bottom so it would fit beneath the Citation IV's sharply inclined clamshell hood.

Mated to a computer-control three-speed automatic transmission, the V-6 is rated at 140 HP.

Although rear suspension is a conventional crossmember with trailing arms and coil springs, front suspension incorporates a fiberglass transverse monoleaf spring linked to upper (not lower) control arms.

The spring is situated high to the rear of the engine compartment.

Citation IV is 6.4 inches longer and 6.4 inches lower than the current Citation. Although the future car's wheelbase is 2.2 inches shorter, rear overhang is almost seven inches longer.

The Citation IV dimensions are: Wheelbase, 102.7 inches; overall length, 183.1 inches; width, 68.7 inches; height, 47.5 inches.

Springing from the aero show car, which produced a .14 coefficient of drag in GM tests, Citation IV is distinguished by its

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Lada Canada unhurt by downing of airliner

By Roger Rowand
Engineering Editor

WINDSOR, Ont. — Edward Klein, co-owner of the Lada dealership in this border city, looked a little like a man waiting for the other shoe to drop last week.

But, in the wake of the Soviet downing of Flight 007, sales of the Russian car have been steady, apparently unaffected.

Ten Canadians died in the Korean Air Lines crash Sept. 1.

"The car is good. The car is not political," said Klein. He said he has seen no signs of public antagonism.

At Lada Cars of Canada, Inc., Ajax, Ont., a similar marketplace reaction was reported by John Wright, national marketing director.

He said one picket had been reported at one dealership. His company has 80 dealers, up from about 65 a year ago, he said.

Wright said he was apprehensive upon hearing of the plane's loss. "You always have to wonder," he said.

There was more consumer reaction when Afghanistan was invaded by the Soviets in June, 1979, Wright said.

"We're much more established now," he said.

• Lada Cars of Canada wired its dealers the day after the plane was shot down.

In the wire, Wright expressed his concern over public reaction and its effect on morale and sales.

"We have weathered storms before. We will weather this turbulence," he said.

He urged dealers not to overreact or make hasty judgments.

"Finally, let me say I don't think you and I have to be defensive about this situation," Wright said in his telegram. "Lada Cars of Canada is a wholly owned Canadian company trading in sound, honest-value products and you are part of a perfectly normal marketing network.

"We are not politically involved. We are in the business of selling cars," he said.

Service volume rises, but growth tapers off

By Francis J. Gawronski
Service Editor

Although the rate of growth of service and parts business written by new-car dealers in July cooled off somewhat from the pace registered in the two previous months, the volume still managed to record the fourth biggest increase of 1982.

According to the Automotive News Service Index, shop volume in July amounted to 107.8 percent of the business recorded in the same month the year before.

In June and May, shop business was 115.6 and 115.1 percent, respectively, of the business written in the corresponding months of 1982. The gain in June was the best showing for shop business since January, 1979.

July's increase marked the fifth consecutive month in which the new-car dealers' service-parts volume has shown an increase over the comparable year-earlier period.

For the third consecutive month, all five indicators used in the Service Index were up, led by sales of all parts and accessories, with an increase of 12.4 percent.

• The next best gainer was gross profit on all labor, parts and accessory sales — the most important indicator from the dealer's viewpoint. It topped last year's figure by 9.3 percent, followed by shop parts sales, those used on both customer-paid and warranty work, which climbed 7.5 percent.

Total labor sales (customer-paid and warranty) exceeded last year's figure by 4.3 percent, while repair orders written were up 1.9 percent.

Figures used in the Service Index are averages compiled from reports on shop operations from a cross-section of the nation's new-car dealers.

Because of the decline in the rate of growth in July, service and parts business for the January-July period remained at 107.3 percent of the volume recorded for the same period last year. This was the same as the midyear figure.

Gross profit showed an increase of 9.4 percent, followed by shop parts sales at 8.6 percent, and sales of all parts and accessories at 8.4 percent of the year-ago volume.

Labor sales for the seven-month period registered a gain of 7.0 percent, and repair orders written edged up 0.6 percent over the year-earlier figure.

SERVICE INDEX
107.8*

	July, '83 vs. July, '82	7 mos., '83 vs. 7 mos., '82
Gross Profit on All Labor and P&A Sales	+ 9.3%	+ 9.4%
Repair Orders Written	+ 1.9%	+ 0.6%
Total Labor Sales (Customer & Warranty)	+ 4.3%	+ 7.0%
Shop Parts Sales (Customer & Warranty)	+ 7.5%	+ 8.6%
Sales of All P&A	+12.4%	+ 8.4%

*—Survey by Automotive News shows that dealers' service and parts business in July, 1983, was 107.8 percent of business in July, 1982. Service business in the seven months of 1983 was 107.3 percent of business in the corresponding period in 1982.

Imports gain 5 pct. for month

August domestic sales up 29 pct.

By Jenny L. King
Staff Writer

August new-car sales continued the upward trend established late last winter, with domestic-built products up 29.69 percent and imports 4.93 percent ahead of August, 1982, levels.

It was the sixth consecutive month of improved domestic sales and the eighth this year of pluses for the imports.

Imports claimed 28.26 percent of the August market, down from the any-month record of 32.74 percent notched in August, 1982.

Sales of domestic cars totaled 530,960 for the eighth month of the calendar year, up 29.69 percent from a dreary 409,411 in 1982. In 1981, August sales were 601,741, and in 1980 they amounted to 486,420. (August, 1981, was a big rebate month for the U. S. auto makers.)

The daily selling rate for domestics was 19,665 for the month, based on 27 selling days. This was up 24.88 percent from last year's rate of 15,757 based on 26 selling days.

Sales of imported cars were up 4.92 percent in August, to 209,113 units compared with 199,306 in 1982. Year-to-date import sales were up 11.23 percent, to 1,668,236 from 1,499,866.

Sales of domestic cars were up 17.72 percent the first eight months of this year. Sales totaled 4,442,778 January through August, compared with 3,774,143 in 1982.

• The industry total for August was 740,073, up 21.58 percent from 608,716 last year. Grand total for the eight-month period

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Where Auto Market was in August, 1983

	Total Sales	Pct. of Total
SUBCOMPACT	82,552	11.15
COMPACT	119,222	16.11
INTERMEDIATE	196,532	26.56
STANDARD	91,870	12.41
LUXURY	40,794	5.51
IMPORT	209,113	28.26
TOTAL	740,073	100.00

Caprice coupe returns; bigger role for Cavalier ragtop

Celebrity wagon joins Chevy lineup

Hottest items for 1984 from Chevrolet are the introduction of the Celebrity wagon and the return of the Caprice Classic coupe. The Malibu line has been phased out.

The Celebrity wagon is available for 1984 in two-seat and three-seat versions. Also new for the Celebrity line is the Eurosport package for sedan and coupe models, which includes black-finished hardware instead of bright trim, rally wheels, sport steering wheel and sport suspension.

Standard engine on all Celebrity models is a 2.5-liter fuel-injected four. Optional powerplants are a 2.8 liter V-6 and a 4.3-liter V-6 diesel.

The Caprice Classic coupe returns to the standard-size lineup for '84 after it had been discontinued for '83. Standard engine for all Caprice Classic and Impala models except wagons is a 3.8-liter V-6 with three-speed automatic transmission.

Standard on the wagon is a 5.0-liter V-8 with four-speed automatic. A 5.7-liter diesel V-8 is available except in California.

• The Cavalier gets a facelift for '84, with more aerodynamic front-end styling and quad rectangular headlamps.

The convertible, although it was introduced late in the '83 run, is what Chevrolet is most proud of in its '84 Cavalier line. Chevrolet expects the convertible to be a major factor in making Cavalier Chevrolet's best-selling car.

The base notchback coupe has been discontinued, apparently an effort to upgrade the Cavalier line. Power is provided by a 2.0-liter four which features high-compression and high-swirl induction.

The Chevette is largely unchanged for '84, other than addition of a fuel line heater on diesel models, optional sport wheel covers, a new fuse block to accommodate flat fuses, a map pocket on the passenger front door and optional chrome bumpers.

Base engine is a 1.6-liter four, with a 1.8-liter diesel four optional.

Also largely unchanged for '84 is the Citation. New features include refined engine mounts, new exterior ornamentation and new speed control system.

Standard engine for all Citations except the X-11 is a 2.5-liter four with fuel injection. Optional are a 2.8-liter V-6 and a high-output 2.8-liter V-6, which is standard on the X-11.

Although the Malibu is gone for '84, its sister model the Monte Carlo remains. New options for '84 include a new four-speed automatic transmission. Engine choices include 3.8-liter V-6 (standard), two 5.0-liter V-8s and a 5.7-liter diesel V-8.

The Corvette, of course, was introduced earlier this year as an '84 model and is continued.

• The '84 Camaro takes a leaf from Corvette's book as an electronic instrument cluster with digital display is standard on the Berlinetta.

Unusual are the dual adjustable control panels. Flat black pods adjust outward from the instrument panel to within a fingertip of the steering wheel to put light controls and switches controlling speedometer and tachometer displays, windshield wiper and interior climate controls within easy reach.

A pedestal-mounted radio swivels on a base built into the floor console. AM-FM stereo ETR radio with digital clock is standard.

Also standard on the Berlinetta is a roof console which contains a map light and switch, dome light, a storage pouch and a flashlight.

Standard engines are a 2.5-liter four in the Sport Coupe, a 2.8-liter V-6 in the Berlinetta and a 5.0-liter V-8 in the Z-28.

New on all Chevrolets for '84 are fourth-generation all-season tires.

Chevrolet's public introduction date is Sept. 22.

Chevrolet for 1984

	Wheelbase (Inches)	Length (Inches)	Width (Inches)	Height (Inches)	Curb Weight (Pounds)
Caprice/Impala	116	212.8	75.3	56.4	3,628
Celebrity	104.9	188.3	67.8	53.7	2,703
Monte Carlo	108.1	200.4	71.8	54.3	3,292
Citation	104.9	176.7	68.3	53.9	2,529
Camaro	101	187.8	72	49.8	2,932
Cavalier	101.2	174.3	66.3	53.9	2,386
Chevette 2-door	94.3	161.9	61.8	52.8	2,261
Chevette 4-door	97.3	164.9	61.8	52.9	2,261
Corvette	96	176.5	71	46.7	3,169

Caprice coupe returns to lineup

Restored to the full-size Chevrolet line for 1984 is the Caprice Classic Coupe, which was not available in 1983. Engine offerings include V-6 and V-8 gasoline engines and a V-8 diesel.

Monte Carlo SS is a hot one

A new four-speed automatic transmission is available on the 1984 Monte Carlo. The SS model, shown here, is powered by a 305-cubic-inch V-8.

Gasoline price rose 96.4 cents from 1973-1983

ROCHESTER, Wis.—The average price of gasoline rose 96.4 cents per gallon at the pumps from mid-1973 through mid-1983, but won't go up more than 5 cents per gallon, on average, through mid-1984, according to Runzheimer Reports on Transportation, an industry newsletter.

This small increase discounts any political upheavals that might lead to upward pressure on prices, Runzheimer said.

The greatest upward jumps in the price of regular no-lead gasoline occurred in 1974 (16.9 cents), 1979 (26.2 cents), 1980 (33.6 cents), and 1981 (13.9 cents). During those times, rising demand for petroleum and international political tension caused price hikes in gasoline.

Outside of those four years, the maximum price of gasoline increased only 4.7 cents per gallon in any one year during the last decade.

This historical perspective combined with a current analysis of the entire petroleum industry, led the editors of the newsletter to their gasoline price prediction.

GASOLINE PRICES, 1973 TO 1983 (Regular No-Lead)

Year	Price Per Gallon	Cent-Per-Gallon Change
1973	42.3*	
1974	59.2	16.9
1975	61.9	2.7
1976	63.4	1.5
1977	68.1	4.7
1978	70.2	2.1
1979	96.4	26.2
1980	130.0	33.6
1981	143.9	13.9
1982	140.7	-3.2
1983	138.7	-2.0

*Based on full-service, name-brand prices.

Cavalier convertible highlights '84 line

Chevrolet's Cavalier convertible is expected to play a bigger role in the division's sales plans for 1984 because of increased availability. The '84 features new front styling. It is powered by a fuel-injected two-liter four-cylinder engine.

Citation X-11 for 1984

The Chevrolet Citation X-11 is distinguished by 14-inch cast aluminum wheels, a rear spoiler and a high-output 2.8-liter V-6 engine rated at 135 HP.

Camaro gets electronic dash

The Chevrolet Camaro is unchanged for 1984, except for the new electronic cockpit in the Berlinetta, which features a combination of digital and mechanical instruments, pedestal-mounted radio and roof console.

Chevette is U.S. price leader

The lowest-priced car built in the U.S. in 1983, the Chevrolet Chevette is expected to retain that status in 1984. The four-door model shown here is equipped with new sport wheel covers.

Added cost will come out of profits, corporation says

Chrysler pact won't boost prices

Continued from Page 1

$1 an hour cost-of-living increase retroactive to Aug. 15, 1983, and an additional $1.42 an hour increase over the life of the agreement. Those raises will give the Chrysler workers current parity with their counterparts at General Motors and Ford. Pension benefits and insurance were also restored to current parity.

• The Chrysler workers made almost $1 billion in concessions when the company faced bankruptcy and now lag behind Ford and GM by about $2 an hour. That will rise to $2.42 next June when COLA payments, deferred at the Big Two under their current contracts, are restored.

The Chrysler workers will vote on the new agreement tomorrow (Sept. 13).

UAW President Owen Bieber said the Chrysler workers "deserve this contract." He said it was "a direct result of the strong, principled position that our union took this summer when we asked that Chrysler reopen bargaining talks." Those talks fell apart after three days of negotiations leaving the possibility of a strike hanging heavily over Chrysler when that agreement expired in January.

Chrysler wanted the agreement settled now to avoid labor problems in January when it will be introducing the Dodge Caravan and Plymouth Voyager minivans.

"We did richen up the package in order to get this done and avoid a problem in January," Miner said.

The agreement was rich enough to increase Chrysler's labor cost from the current $21 an hour to $26 an hour when the pact expires on Oct. 15, 1985, Miner said. GM's current labor cost is $21.60 and Ford's is $23.37. Those companies negotiate new agreements next year.

According to the UAW, the new contract will give the average Chrysler worker an additional $8,625 in wages and COLA over its 25-month life span.

One Chrysler official said a janitor will be making between $22,000 and $23,000 a year straight time while a skilled trades worker will make about $27,000.

• Bieber said he was "elated" with the new contract which had "no carveouts." But, while there were no concessions, some things did get lost.

The workers gave up profit sharing last year in exchange for more in-pocket money. Profit sharing was not restored. That program could have generated as much as 75 or 80 cents an hour by the end of this year because of Chrysler's profitability, one source said.

Also eliminated was the Employe Stock Option Program (ESOP) which was mandatory under the Loan Guarantee Act. This is the last year for that plan and the final distribution will be next June.

The Oct. 15, 1985, expiration date throws Chrysler off the pattern bargaining tract. Contracts for Ford and GM expire Sept. 15, 1984, and it is unlikely a 13-month agreement would be reached at the Big Two.

Pulling away from the traditional pattern bargaining technique will leave Chrysler free to negotiate its own agreement without constant pressure from settlements at Ford and GM.

While analysts believe Chrysler can afford the agreement, at least in the short term, the entire payment plan is based on future profitability. According to Miner, Chrysler can't operate two months on the money it has now — "it is the money we are going to make a week from now that alows us to run a month from then."

In order to allow Chrysler to earn the money, the contract is back-loaded with $1.12 in COLA recovery increases scheduled for 1985. The Chrysler workers gave up COLA in 1981.

The first 40-cent-an-hour raise is scheduled for March, 1985; a second 40 cents is due in June and a 32-cent raise will be paid in September. Workers will get a 30-cent-an-hour annual improvement factor (AIF) raise in June, 1985.

Back-loading could be a problem if sales of the new vehicles don't take off or if the small-car market drops off in 1985, Davis warned.

• Still, Davis believes Chrysler made the best choice, not risking a shutdown in January. He said the new models will take off and is predicting that Chrysler will earn $7.50 a share pre-tax this year and $11 a share pre-tax next year.

Miner predicted that Chrysler will be profitable in both the third and fourth quarters this year even with the $1 billion settlement.

That $1 billion figure also reflects the cost of passing on the contract to non-union salaried workers

Paying for the pact will come from increased productivity which includes energy conservation, cheaper inventory systems, new technology and taking unnecessary people out of the plants through attrition and absorption as well as a more productive labor force.

There is no written commitment from the union to increase productivity but a UAW spokesman said "the union has never resisted the introduction of new technology or other steps to increase productivity. We will do everything we can to help Chrysler improve productivity."

But, Miner said, "We are going to have to get more productive in this country or we are going to lose the auto industry in this country and this is something that the UAW has got to come to grips with sooner or later.

"There is no indication that we have been able to see that the UAW is the least bit interested in coming to grips with this. They talk about it, but they talk about it while they go to the bank."

• Meanwhile, Chrysler and the UAW in Canada reached an agreement last week for the 10,000 UAW-represented workers there. That pact provides a $1 increase retroactive to Aug. 15 and an additional $1.29 over the life of the agreement. That will bring the Canadian workers to current parity with their counterparts at GM and Ford.

Under the new pact workers will get a 28-cent raise in March, 1984; 38 cents in March, 1985; 40 cents in June, 1985, and 23 cents in September, 1985.

COLA will also continue on the current formula based on the combined U. S. and Canadian Consumer Price Index until March, 1984, when the formula will be based on only the Canadian Index. It is estimated that COLA payments will be $1.28 over the 25-month contract based on a 5.5 percent inflation rate.

Pensioners were also elevated to parity with Ford and GM.

Chrysler also agreed to try to find a way to reopen the Windsor Spring plant, idle since July.

Bieber released from hospital

DETROIT. — UAW President Owen Bieber spent three days in Henry Ford Hospital last week after a fall at a press conference at which he discussed the new UAW-Chrysler contract. He was released from the hospital Thursday.

As the press conference ended, the 6-feet, 5-inch Bieber pushed back his chair and tumbled from the dias, hitting his head against a wall. He was hospitalized to check for a possible concussion.

Major points of Chrysler's labor contract

Following are highlights of the the Chrysler-UAW contract:

1. A $1-per-hour COLA recovery increase, retroactive to Aug. 15, 1983. Retroactive payments will be made shortly after ratification.
2. A 3 percent Annual Improvement Factor (AIF) increase, effective June 4, 1984, which will average 30 cents an hour.
3. A 40-cent-an-hour COLA recovery increase, effective March 4, 1985.
4. A 40-cent-an-hour COLA recovery increase, effective June 3, 1985.
5. A 32-cent-an-hour COLA recovery increase, effective Sept. 2, 1985.
6. Payment of all regular quarterly COLA adjustments, when due, during the term of the extended contract, continuing at the current rate of 1 cent per each .26 rise in the Consumer Price Index (on the same basis as the UAW-GM contract).
7. Restoration of the pension differential between Chrysler and GM-Ford — 50 percent effective retroactively to Sept. 1, 1983, and the other 50 percent in September, 1984.
8. Restoration of all life insurance, accidental death and dismemberment insurance differentials between Chrysler and the GM-Ford pattern — 50 percent effective Sept. 1, 1983, and the other 50 percent in September, 1984.
9. Maintenance of all health and other economic benefits in the current contract, with insurance improvements to be computed as if the AIF increase had been folded into the contract Aug. 15, 1983.

breaking news

Continued from Page 1

GM C-car delay may trigger model-year change

DETROIT. — The upcoming General Motors front-drive C-body cars—Oldsmobile 98, Buick Electra and Cadillac DeVille—may debut so late they'll be 1985 models and not '84s as planned. "If it's as late as the first of April, it'll be an '85 model," said Cadillac sales official of the DeVille. "But, we'll hit the ground running because we've got a $600 million plant that's idle and a large segment of the public anxious to get these cars."

Mercedes 500 has $750 gas-guzzler tax

DETROIT.—The gasoline-powered Mercedes-Benz 500-SEL and 500-SEC, new for the 1984 model year, will bear an Internal Revenue Service gas guzzler window sticker and each buyer will be taxed $750. The big-ticket German cars have not been priced yet.

Ford Tempo in top sales spot

DETROIT.—Ford Division's all-new 1984 Tempo, on sale since last May, captured the crown of best-selling-nameplate in both the mid-August and late August selling periods.

Ragtop sales to hit 67,000; two-thirds are U.S.-built

Continued from Page 1

Chrysler Corp. half of the domestic market and nearly a third of the total convertible market.

Prices for the 1983-model LeBaron convertibles range from $10,995 for the base model to $15,595 for the Town and Country trim version. Dodge 400 convertibles carried a 1983 sticker of $9,995.

Chrysler is updating its convertibles for the '84 model year with addition of a new glass backlight, power glass quarter windows and an expanded rear seat. The Dodge 400 will become the Dodge 600 convertible.

General Motors is expected to earn a 4.62-percent share of the convertible market during 1983, with estimated model-year sales of 3,100 units. The company offered three convertible models—the Buick Riviera ($25,202), Chevrolet Cavalier ($10,990) and Pontiac 2000 Sunbird ($11,299). All three are built by ASC, Inc., Southgate, Mich.

GM's volume leader is the Riviera, with projected 1983-model sales of some 2,000 units. Buick sold 294 Riviera convertibles during its first abbreviated model year (it was introduced as an '82 model in July of 1982). Chevrolet said it sold 600 Cavalier convertibles during the 1983 model year, while Pontiac said it expected to sell about 500 Sunbird convertibles.

Domestic makers will sell more than 65,000 convertibles during the 1984 model year, according to company projections and AUTOMOTIVE NEWS estimates, an increase of 56 percent over 1983 sales.

Sales of Ford Mustang "drop-tops" will exceed 23,000 during the '84 model year, its first production year, the company said. Pontiac has estimated a 4,000-unit market for Sunbird convertibles during 1984. Chevy said it expects 7,000 Cavalier convertible sales during 1984. Cadillac, meanwhile, will introduce an Eldorado convertible for 1984. Cadillac has targeted sales of 3,000 Eldorado convertibles during 1984. Estimated price tag is $30,000.

Among the imported convertibles, Volkswagen and Mercedes-Benz are the volume leaders.

Sales of VW's Rabbit convertible, introduced in 1979, will be close to the 10,000-unit mark during 1983. VW sold 8,985 Rabbit convertibles during the '82 calendar year. The Rabbit convertible is priced at $10,595.

Mercedes-Benz is expected to sell nearly 8,000 copies of its $43,000 380-SL convertible during 1983. During 1982, Mercedes sold 8,400 1982-model 380-SLs.

Other import convertible models sold in the U. S. include the Porsche 911-SC Cabriolet (introduced in February of this year), the Fiat Spider, Alfa Romeo Spider, Rolls-Royce Corniche and Aston Martin Volante.

Bob Tomes Ford opens

McKINNEY, Tex. — Bob Tomes Ford has opened in this town, 30 miles north of Dallas.

Deising, Chevy sign

FOND du LAC, Wis. — John C. Deising is the new Chevrolet dealer here.

Sales of convertibles in the U. S.

	1983 Model Year (estimated)	Percent Share of Market
Buick Riviera	2,000	2.98
Chevrolet Cavalier	600	0.89
Pontiac 2000 Sunbird	500	0.75
General Motors Total	3,100	4.62
Ford Mustang	16,700	24.90
Chrysler LeBaron	14,050	20.95
Dodge 400	8,050	12.00
Chrysler Corp. Total	22,100	32.95
Domestic Total	41,900	62.46
Fiat Spider	3,900	5.81
Alfa Romeo Spider	1,900	2.83
Mercedes-Benz 380SL	7,850	11.70
VW Rabbit	9,700	14.46
Porsche 911SC Cabriolet	1,640	2.45
Miscellaneous	190	0.28
Import Total	25,180	37.54
Grand Total	67,080	

As Congress moves to tighten rules on fringe benefits

Demos to retain tax-free status

WASHINGTON. — The Reagan Administration's refusal to back legislation that would rewrite fringe benefit tax laws virtually assures continued tax-free demonstrator cars and car discounts for auto dealer salespeople.

The NADA supports the legislation now in Congress with the provision that auto dealer privileges be protected.

Sponsors say the bill seeks to counter a surge in "tax-free" benefit packages now offered by many employers. Company benefits, often non-taxable, are used by employers to attract high-level talent. Company cars often are a big part of such arrangements.

The House bill would convert these fringe benefits into taxable income, but it would not tax demonstration vehicles used by auto salespersons. Congress has talked of taxing demonstrators for several years.

• NADA President William C. Turnbull told the subcommittee that "any personal benefit to a salesperson from the use of a demonstrator is merely collateral" to the business of selling cars and should have no tax consequences.

Turnbull said agreements between dealers and their sales staff varied but the "common thread" were provisions requiring that the car be kept clean, that personal items not be stored in the car, that the car be showable for sale at any time and that mileage be kept to a minimum.

He said the salesperson must often use the demonstrator as a condition of employment and that the dealer chooses which cars are to be used.

On the question of employe discounts for new cars, parts and service, Turnbull said, "We feel this type of benefit helps solidify employe-employer relations and helps demonstrate loyalty to the dealer's product."

He said he was unaware of cases where discounts exceeded 20 percent of the price being offered to customers.

Fort Lauderdale police buy used cars instead of renting

FORT LAUDERDALE.—Used-car dealers here are pleased that the Fort Lauderdale Police Department will now purchase year-old cars for its surveillance by detectives and undercover police officers.

For years, the police department has rented new cars for police officers, but during the last three years, officials have also been purchasing year-old automobiles, using them for one year and then selling them at public auction.

According to a city official, the savings on maintenance costs and rent, when added to the resale value of the cars, averages more than $70,000 per year.

He said that these savings have convinced him to purchase 16 one-year-old cars this fall and eliminate the use of rental cars.

The official said that the use of older cars makes the detectives' activities less conspicuous.

The police department used to rent about 67 cars per year as the most cost-effective way to obtain the cars. Recent trends, however, make it more cost-effective to own the cars.

An official cited latest maintenance and repair costs which averaged $250 per month on each of 35 '82 cars the city purchased. This compared with a cost of $410 per month on each of 18 rental cars.

High interest rates, which were said to be crippling area rental-car outlets were blamed for the difference.

City officials indicated that it is possible that within a few years conditions might change and they might find it more feasible financially to rent their cars if the interest rates came down.

But they indicated that it was all a matter of balancing the books and if one mode of operation was financially superior, the city would have to choose that method.

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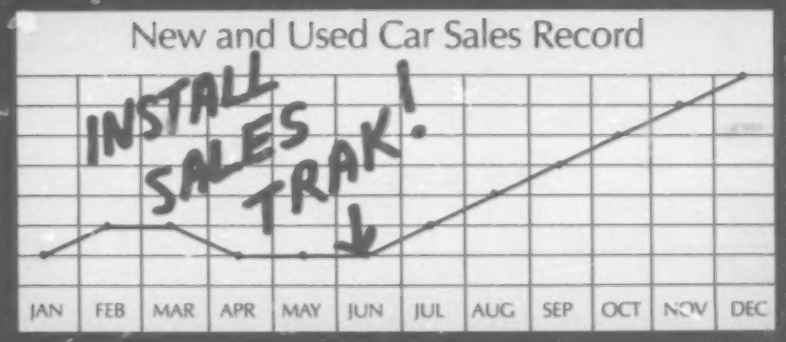

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IMPORT SALES BY MODEL:

JUNE '83 VS. JUNE '82

	June, 1983	June, 1982	6 Mos., 1983	6 Mos., 1982
Alfa Romeo	548	203	1,779	940
Audi	5,981	4,260	22,391	22,752
4000	1,081	1,197	5,860	6,483
4000d	72	248	788	1,594
5000	604	1,457	5,661	8,311
5000/td	1,211	562	4,057	2,000
5000 Turbo gas	197	389	1,342	2,361
5000S (1984)	2,474	.....	2,665	.....
Coupe	338	360	1,708	1,929
Quattro	4	47	216	84
Tourist	.....	.....	94	.....
BMW	6,033	4,605	26,680	24,560
320	3,416	3,221	14,981	16,653
528	1,769	920	7,680	5,246
633	234	145	1,252	875
733	614	319	2,767	1,786
Chrysler/Mitsubishi	10,432	7,628	48,225	47,617
Colt	6,986	5,229	32,913	34,307
Sapporo	1,558	1,050	6,728	5,792
Challenger	1,888	1,349	8,584	7,518
DeLorean	35	332	335	1,549
Fiat	878	1,334	4,104	9,533
Strada	.....	342	.....	3,492
Bravo	.....	245	.....	1,835
X-1/9	.....	201	.....	1,496
Spider	.....	546	.....	2,710
Honda	32,613	30,507	181,963	189,620
Civic	11,755	11,202	71,560	66,761
Accord	16,636	16,117	97,684	102,528
Prelude	4,222	3,188	12,717	20,331
Isuzu	2,083	1,125	9,637	6,522
Jaguar	1,581	904	7,733	4,473
Lancia	66	128	467	451
Mazda	15,286	14,048	89,101	76,882
GLC	5,254	4,514	26,754	26,081
626	5,894	5,058	34,733	26,165
RX-7	4,138	4,476	27,614	24,636
Mercedes-Benz	6,828	5,421	35,780	31,969
240D	1,354	1,198	6,999	7,647
300D	1,721	1,273	9,271	6,940
300CD	187	142	924	893
300TD	247	249	1,363	1,528
300SD	1,863	1,404	9,014	8,130
280E	.....	.....	.....	25
280CE	.....	.....	.....	1
380SEL	449	318	2,581	1,731
380SL/SLC	856	636	4,719	4,120
380SEC	151	140	908	940
Miscellaneous	.....	1	1	14
Mitsubishi	2,742	.....	13,931	.....
Starion	603	.....	2,907	.....
Cordia	1,039	.....	5,430	.....
Tredia	1,100	.....	5,654	.....
Nissan	54,389	46,747	275,854	231,121
210	25	4,567	361	57,812
Sentra	21,412	19,513	110,769	35,396
310	45	3,614	1,900	25,203
Pulsar	7,072	.....	30,953	.....
Stanza	7,527	4,535	33,429	27,914
Maxima	7,855	4,540	36,590	23,588
200SX	2,546	3,975	20,457	27,118
280ZX	6,895	4,727	38,626	31,059
Hawaii	1,012	1,275	2,769	2,640
Other	.....	1	.....	391
Peugeot	1,423	1,329	7,413	7,002
Tourist	.....	25	.....	135
Porsche	2,245	1,402	11,168	6,971
924	.....	93	.....	1,582
924 Turbo	.....	35	.....	578
944	1,558	645	6,397	1,276
911SC/Cabriolet	491	424	3,113	2,361
928	196	205	1,457	1,174
Tourist	.....	.....	201	.....
Renault	3,706	4,624	16,048	20,137
LeCar	1,973	2,323	8,152	9,311
18i	460	493	1,708	6,051
Fuego	1,273	1,808	6,188	4,775
Saab	3,135	1,759	13,926	8,845
900	874	416	3,694	2,209
900S	847	446	3,670	1,875
Turbo	1,352	845	6,342	4,629
Tourist	62	52	220	132
Subaru	14,230	12,446	79,319	72,448
Toyota	56,486	46,977	282,117	264,235
Starlet	434	1,566	4,824	9,775
Corolla	14,346	16,727	72,961	88,754
Tercel	14,980	11,686	81,329	64,525
Celica	13,471	9,970	60,686	61,186
Supra	2,227	2,771	15,588	16,290
Corona	.....	28	12	3,038
Cressida	3,761	3,275	20,016	16,521
Land Cruiser	387	252	2,510	1,571
Hawaii	750	702	2,809	2,574
Camry	6,130	.....	21,380	.....
Volkswagen	6,068	5,529	37,578	32,238
Rabbit Convertible	833	759	5,274	4,477
Jetta	1,837	1,666	10,122	10,002
Vanagon	1,453	1,228	7,143	6,349
Quantum	1,267	1,058	8,322	4,654
Dasher	.....	38	.....	531
Scirocco	678	779	6,717	6,222
Volvo	8,496	7,792	48,020	41,778
DL	4,262	4,331	23,936	23,580
GL	1,377	1,301	8,803	6,041
GLT	.....	5	.....	194
GLT Turbo	1,306	931	6,785	5,666
GLE	7	300	194	1,393
DL Diesel	6	40	6	366
GL Diesel	410	760	2,792	3,885
Coupe	.....	4	3	67
760 gas	888	.....	3,403	.....
760TD	202	.....	1,134	.....
Tourist	36	120	958	586
TOTAL IMPORTS	235,282	199,100	1,213,829	1,101,644

† Estimate.

Called best-made; Rolls-Royce, Chevrolet are runners-up

Mercedes seen best, survey finds

NEW BRUNSWICK, N. J.—A telephone survey conducted by R. H. Bruskin Associates determined that those queried feel that Mercedes-Benz is "the best-made automobile produced anywhere in the world."

About 19 percent of the respondents named Mercedes and 13 percent picked Rolls-Royce/Bentley. Chevrolet was third with 10 percent and was the highest-rated American product.

The study was based on 1,000 completed telephone interviews with male and female adults conducted between June 10 and June 12.

Those called were asked: "Regardless of cost, what do you feel is the best-made automobile produced anywhere in the world?" These are the makes that were mentioned most often:

Make	Percentage Mentioning
Mercedes-Benz	19.2
Rolls Royce/Bentley	13.4
Chevrolet	10.3
Ford	6.4
Cadillac	4.2
Oldsmobile	3.9
Toyota	3.8
Chrysler	2.6
Buick	2.5
Datsun	2.3
Porsche	2.2
Pontiac	1.9
BMW	1.8
Lincoln	1.7

Males tended to be more impressed with Mercedes-Benz than females. The car was named best by 22.6 percent of the men queried and 16.1 percent of the women.

The same was true of Rolls-Royce/Bentley — 18.7 percent male and 8.5 percent female.

• Chevrolet, on the other hand, was favored more by women (11.2 percent) than by men (9.2 percent).

More women than men also chose Toyota and Datsun.

Persons in the 18-24 age bracket placed Chevrolet in the top spot (16.8 percent), slightly ahead of Mercedes (16.3 percent).

Those in the 25-49 group chose Mercedes by a wide margin, followed by Rolls-Royce/Bentley and Chevrolet. Rolls-Royce/Bentley got the nod from those 50 to 64. Chevrolet was the favorite of those 65 and over.

Family income also played a part in the selections. Mercedes was the choice of 27.3 percent in the $30,000-a-year class and of 28.1 percent in the $40,000-and-over group.

Chevrolet's strength was with the less affluent — 13.4 percent under $15,000; 11 percent of those making $15,000 to $20,000 and 12.4 percent of those in the $20,000-to-$30,000 category. Chevrolet tailed off to 6.7 percent in the $30,000 class and to 3.5 percent in the $40,000 bracket.

A high for the Lows

William D. Neil, second from left, Lincoln-Mercury Division's Chicago district sales manager, presents a 25-year anniversary plaque to three generations of the Low family which operates Low Motor Co., LaCrosse, Wis. They are, from left, Elmer C. Low, Jack L. Low and Steven M. Low. The occasion also marked the opening of the family's new $1 million L-M facility.

Allstate reduces insurance rates on Toyota Camry

SAN FRANCISCO. — Allstate Insurance Co. has announced it will grant owners of '83 Toyota Camry models an immediate 10 to 20 percent reduction in premiums for collision and comprehensive insurance coverage.

Allstate based its decision on a technical analysis of the Camry design, conducted by Tech-Cor, Inc., which praised what it described as "the Camry's superior damage and repair design features."

Tech-Cor cited engine compartment components relocated a few inches rearward so they won't be damaged in minor collisions, and bumpers designed to meet the government's former 5-MPH standard.

Other features of the Camry said to help reduce repair costs include components which are bolted rather than welded in place, for fast removal and replacement, and components designed in several pieces so that the entire unit need not be replaced in case of minor damage.

Tech-Cor also praised Toyota for helping to improve quality repair techniques throughout the body repair industry by offering factory prepared collision repair manuals to independent body repair shops.

Indiana man buys his 25th new Buick

KENTLAND, Ind. — Buick has a loyal fan in Howard C. Washburn, 87, who has taken delivery of his 25th new Buick.

Washburn, who purchased his latest Buick from Carl Curran Chevrolet-Buick, Inc., here, bought his first Buick, a 1915 Touring Car, when he was 19.

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factories list auction dates

American Motors

Sept. 13—D-A Auto Auction, New Stanton, Pa., and Aptco Auto Auction, Taylor, Mich.

Sept. 14—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Kansas City Auto Auction, Kansas City, Mo.

Sept. 15—Todd Auto Auction, Telford, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 21—Southern Auto Auction, Warehouse Point, Conn.; Central States Auto Auction, Mason City, Ia., and Columbus Fair Auto Auction, Obetz, O.

Sept. 22—Minneapolis Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

Sept. 23—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Sept. 27—D-A Auto Auction, New Stanton, Pa., and Aptco Auto Auction, Taylor, Mich.

Sept. 28—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Kansas City Auto Auction, Kansas City, Mo.

Sept. 29—Todd Auto Auction, Telford, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Chrysler Corp.

Sept. 13—Aptco Auto Auction, Taylor, Mich.; Hatfield Auto Auction, Hatfield, Pa., and Baltimore Washington Auto Exchange, Baltimore, Md.

Sept. 14 — Minneapolis Auto Auction, Plymouth, Minn., and South Seattle Auto Auction, Kent, Wash.

Ford Motor Co.

Sept. 14—Central States Auto Auction, Mason City, Ia.; Golden Gate Auto Auction, Fremont, Calif.; Concord Auto Auction, Acton, Mass.

Sept. 20—Arena Auto Auction, Chicago, Ill.; Dallas Auto Auction, Dallas.

Sept. 21—Lakeland Auto Auction, Lakeland, Fla.

Sept. 27—Aptco Auto Auction, Taylor, Mich.

Sept. 28—Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 29—Skyline Auto Exchange, Fairfield, N. J.

Sept. 30—Denver Auto Auction, Englewood, Colo.

General Motors

Sept. 15—Aptco Auto Auction, Taylor, Mich.; Nashville Auto Auction, Nashville, Tenn., and Dallas Auto Auction, Dallas, Tex.

Sept. 19—Florida Auto Auction of Orlando, Orlando, Fla.

Sept. 20—Southern Auto Auction, E. Windsor, Conn.

Sept. 21—Minneapolis Northstar Auto Auction, Shakopee, Minn., and Clanton's Auto Auction, Darlington, S. C.

Sept. 28—Metro Auto Auction, Kansas City, Mo., and Golden Gate Auto Auction, Fremont, Calif.

Sept. 29—Butler Auto Auction, Gibsonia, Pa., and Indianapolis Auto Auction, Indianapolis, Ind.

Used Car Sales

Auction Averages

September to date	$5,111
Month ago	$5,160
Year ago	$4,824

Model breakdown

Auction Averages

	SEPTEMBER TO DATE	AUGUST	JULY
1983	$10,041	$10,166	$11,178
1982	7,669	7,702	7,622
1981	6,168	6,158	6,164
1980	5,148	5,129	5,281
1979	4,426	4,577	4,529
1978	3,283	3,579	3,353
1977	2,685	2,781	2,845
1976	1,650	1,926	2,113
Overall Average	$ 5,111	$ 5,159	$ 5,172

New from Ford of Australia

Ford Motor Co. of Australia, Ltd., has introduced the TX5 front-wheel-drive, two-liter hatchback. The sporty, five-door car is based on the Mazda 626 and has been designed for fuel economy and brisk performance, Ford said. The suspension of the TX5 incorporates an electronic variable shock absorber setting control, enabling the driver to select the desired ride.

Wharton says local content would not create new jobs

PHILADELPHIA.—Establishing domestic-content requirements for motor vehicles sold in the U. S. would not create new jobs and would lead to sharply higher automobile prices for the American consumer, according to economists at Wharton Econometric Forecasting Associates.

The economists said the legislation would cause significant job losses in non-automotive sectors of the economy.

According to George Schink and Colin Loxley, the principal authors of the study, the U. S. economy would suffer slower growth, higher unemployment and more rapid inflation as a result of the proposed bill.

The Wharton study, which was funded by the Japanese Automobile Manufacturers Assn., also identifies the potential worldwide impacts of a U.S.-Japan trade dispute.

"Almost four million jobs could be lost in the developed countries by 1991 if protectionism became widespread," said Schink, a vice president at Wharton.

Local-content legislation was passed by the House during the last session of Congress and has been reintroduced this session.

The proposed bill would require foreign companies to meet certain domestic-content requirements, based upon the number of cars they sell in the U. S.

• "Local-content requirements would add as much as $800 to the average price of a new car by 1987," said Loxley, director of Wharton's Motor Vehicle Service. Prices of light trucks would also increase, he said.

The voluntary Japanese export limits have already caused an increase in U. S. car prices of $1,000 over the last two years, Loxley estimated.

Under a local-content law, actual employment gains in the U. S. auto industry would total only 22,000 workers in 1986, climbing to 58,000 by 1991, said Schink. However, employment losses in import auto dealerships and port facilities, could be at least 53,000 and U. S. export-based employment would fall substantially, causing a net loss of 365,000 jobs in 1991, he said.

Both economists warned that the ripple effects of the legislation cannot be discounted, asserting that the harmful effects of a U. S.-Japan trade dispute due to local-content legislation could easily spill over into other world economies, causing losses in income and jobs all around.

A chain of retaliatory protectionist moves by other developed countries would then cause lower economic growth and falloffs in the volume of world trade, they said.

They added that a trade war between the developed nations would also result in an exacerbation of the less-developed countries' trade balance problems, forcing further cutbacks in their already curtailed development plans.

California dealers must render some deals in Spanish

SAN FRANCISCO. — Steve Snow, executive vice president of the Northern California Motor Car Dealers Assn., has called the attention of members to a section of the California Civil Code which requires that if a credit sale of a vehicle is negotiated in Spanish, then the dealer must provide the buyer with a Spanish translation of the contract, if a contract is provided.

"The contract itself," Snow said, "should be in English. That is the document that would be enforceable in court. The Spanish-speaking customer, however, is entitled to a Spanish translation in addition to the copy of the English language contract and the translation must be accurate.

"What's more," Snow added, "a sign must be posted on the dealers' premises telling customers that Spanish translations of contracts are available."

If the customer uses his own interpreter who speaks English and Spanish, then the translation of the contract need not be made available by the dealer.

The law, Snow said, applies to leases as well as credit sales. The buyer has the right to rescind a purchase if the law is not followed.

GMAC names Robinson to human resources post

DETROIT.—Judith P. Robinson has been appointed to the newly created position of manager, human resources management for General Motors Acceptance Corp.

Robinson joined GMAC in 1959 and had been assistant director of personnel since 1977. James A. Halbert succeeds her in that post.

EPA pays renewed attention to standard for asbestos

WASHINGTON. — Asbestos work practice and equipment provisions have been proposed by EPA for reinstatement in the national emission standard for asbestos.

The standard will also be amended in an effort to enhance clarity, EPA said.

In 1978, the Supreme Court struck down non-emission standards promulgated under the Clean Air Act.

The law has since been amended specifically to allow the use of work practice standards in protecting air quality.

EPA said its proposed standards for asbestos should have little effect since many of the provisions are already being complied with and most businesses are trying to minimize asbestos emissions anyway.

Still, EPA views the standards as making clear its commitment to control asbestos emissions.

Work practice standards are necessary in the case of asbestos, where simply handling the material can often be a hazard to air quality.

Chevrolet for Till

BELLEVUE, Ia. — Ardell F. Till has signed a Chevrolet franchise as president of Til's Garage here.

Auction directory

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But market penetration declines

Import registrations jump for June

Continued from Page 3

0.26 percentage points, Mercedes was up 0.06 percentage points in ninth place and BMW claimed 10th place, up 0.03 percentage points. Audi dropped from the top 10 this June.

Ten importers gobbled up 87.59 percent of the market for the month, down from 91.13 percent a year earlier.

For the first half of 1983, only Nissan and Volvo improved their portions of the import market compared with 1982 standings. Nissan was up 0.64 percentage points, to 20.43 percent from 19.79 percent, and Volvo claimed 3.65 percent, up 0.23 percentage points from 3.42 percent.

Toyota was down 2.56 percentage points, Honda was down 1.74 percentage points, Mazda was off 0.01 percentage points and Subaru was down 0.50 percentage points.

Volkswagen dropped 1.26 percentage points, Mercedes missed by 0.18 percentage points and BMW was off 0.06 percentage points. Renault Alliance joined the top 10 importers in its first year on the market, claiming the number seven spot and pushing Audi out of the upper echelons.

Ten imports represented 88.42 percent of the six-month market, down from 90.47 percent last year.

• Japan, of course, remained the major source of imported cars in the U. S., sending 72.24 percent of the total June import registrations into the country. It was down substantially from 78.63 percent for the same month a year earlier.

The United States category, comprised of cars with foreign ties but which are assembled in this country — Honda Accord, Volkswagen Rabbit sedan and Renault Alliance — was the second largest supplier at 10.03 percent, up from 3.94 percent a year ago. Germany was third with 9.26 percent compared with 9.27 percent in 1982.

Import totals from the various countries in June included:

	June, 1982	June, 1983
Japan	176,029	162,267
United States	24,445	8,140
West Germany	22,552	19,121
Sweden	12,714	9,554
France	5,166	4,573
Great Britain	1,620	981
Italy	1,044	1,402
Ireland	91	335
TOTAL	243,661	206,373

Registrations by country of origin for the first half of 1983 compared with the first half of 1982 were:

	6 mos., 1982	6 mos., 1983
Japan	920,944	839,895
West Germany	122,009	108,167
United States	119,801	47,921
Sweden	59,110	45,387
France	23,239	23,746
Great Britain	7,449	4,459
Italy	5,314	8,735
Ireland	345	1,720
TOTAL	1,258,211	1,080,030

Japanese cars represented 73.19 percent of the first-half import registrations, down from 77.77 percent in 1982. German cars dropped to 9.70 percent from 10.02 percent, and U. S. products climbed to 9.52 percent from 4.44 percent.

Registrations of new imported trucks ballooned 24.48 percent in June, to 41,101 from 33,017. The breakout by major manufacturer includes:

	June, 1982	June, 1983
Toyota	15,316	11,432
Nissan	11,369	7,020
Mazda	5,988	3,227
Dodge Ram 50	2,342	———
Volkswagen	.....	2,194
Others	6,086	9,144
TOTAL	41,101	33,017

First-half imported truck registrations were up 6.86 percent, to 216,978 from 203,055. Registrations by maker was as follows:

	6 mos., 1982	6 mos., 1983
Toyota	74,755	65,791
Nissan	56,419	44,717
Mazda	31,053	16,371
Dodge Ram 50	12,616	16,027
Others	42,135	60,149
TOTAL	216,978	203,055

TOP CARS

U. S. registrations for the first six months of 1983. Registrations not available for Oklahoma.

1983 Position			1982 Position
1—	621,770	Chevrolet	618,032— 1
2—	482,638	Ford	443,086— 2
3—	460,403	Oldsmobile	378,268— 3
4—	388,577	Buick	341,212— 4
5—	266,313	Toyota	256,280— 5
6—	257,056	Nissan	213,683— 7
7—	236,572	Pontiac	232,093— 6
8—	188,702	Honda	180,789— 8
9—	181,025	Mercury	158,173— 9
10—	154,217	Dodge	123,568—11
11—	138,909	Plymouth	126,263—10
12—	137,211	Cadillac	113,215—12
13—	122,681	Chrysler	77,139—13
14—	85,250	Mazda	73,253—14
15—	71,294	Subaru	66,675—16
16—	68,564	Volkswagen	72,476—15
17—	68,024	Alliance	....
18—	45,958	Volvo	36,944—19
19—	45,536	Lincoln	39,549—18
20—	34,964	Mercedes	31,923—20
21—	30,714	AMC	46,076—17
22—	26,422	BMW	23,382—21
		Audi	21,746—22
	145,664	Other Imports	102,879
	393	Misc. Dom.	1,405
	4,258,857	TOTAL	3,778,109

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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Attorney sparring continues; DeLorean trial date in doubt

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — Prosecution and defense attorneys in the DeLorean drug-trafficking case here continued to spar in pre-trial motions last week, making little headway toward the scheduled Oct. 4 trial date.

That trial date is not expected to hold in light of action pending before the Ninth Circuit in San Francisco, where a higher court is reviewing the trial judge's request for documents from a number of U. S. agencies, including the Drug Enforcement Agency, Central Intelligence Agency, the Pentagon's Defense Intelligence Agency and the National Security Council.

The defense for John Z. DeLorean is seeking documents from those sources to prove its claim that the government conspired with the British Government to force the former auto maker out of business.

Meanwhile, in Judge Robert M. Takasugi's court here, a motion was heard to hold an evidentiary hearing into the lawyer-client relationship of another DeLorean co-defendant, William M. Hetrick and his counsel, Stephen Wilson.

Hetrick changed his plea from innocent to guilty after striking a deal with the U. S. Attorney's office.

DeLorean's attorney, Howard Weitzman, in seeking the evidentiary hearing, charged that Wilson negotiated with the prosecution without notifying him and sharing information obtained by a private investigation firm working for DeLorean's and Hetrick's defense with the government.

Weitzman said, "Wilson has no credibility with me. Eyeball to eyeball on more than one occasion, he has lied to me" about the plea bargain.

"I would like to cross-examine him," Weitzman said.

Takasugi asked Weitzman to file an affadavit to that effect and scheduled a hearing on the matter for today (Sept. 12).

In other motions, the defense moved to have one of the charges against DeLorean, which involves the videotaped incidents of the former auto maker fondling a bag of cocaine, dismissed on the grounds that the conspiracy to possess and distribute the drug ended a day before DeLorean's capture with the arrest of his two co-conspirators, Hetrick and Stephen Arrington.

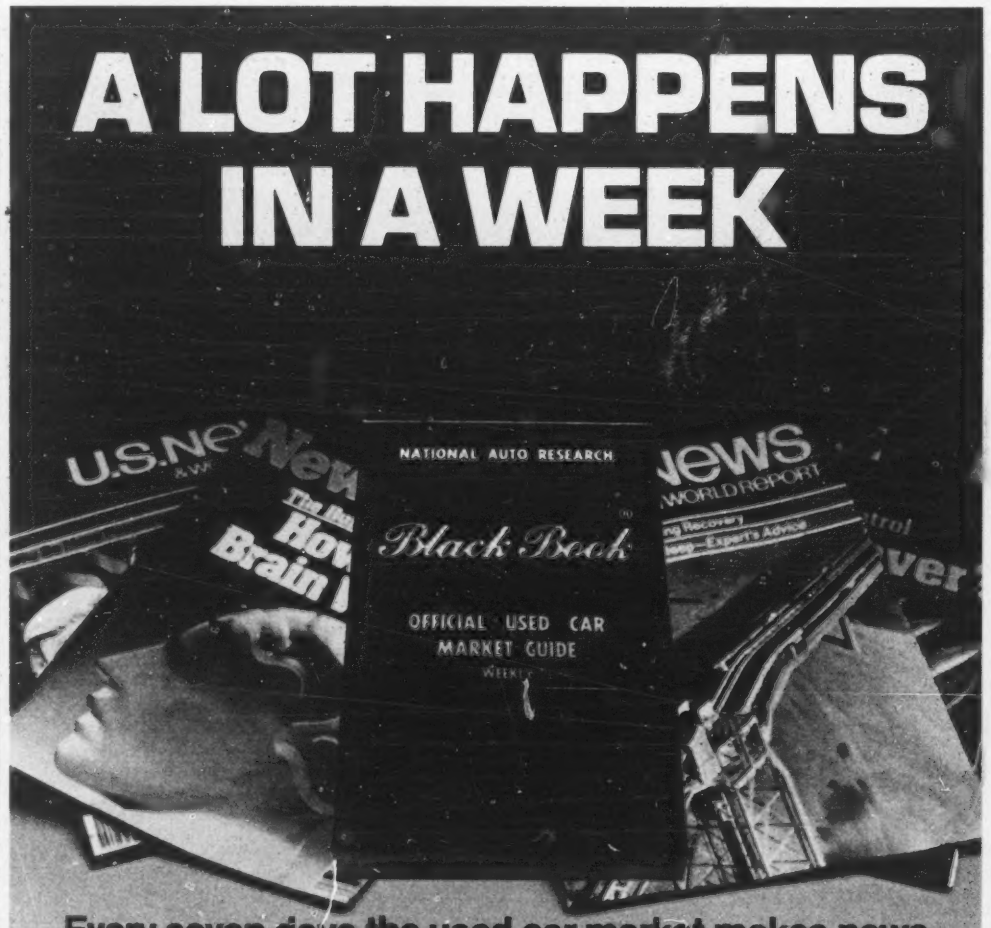
The videotape allegedly showing DeLorean with the cocaine was made on Oct. 19, 1982, the day of his arrest.

The prosecution argued that DeLorean flew to Los Angeles, without the knowledge of his co-conspirators' arrest, in furtherance of the drug deal and therefore the defense motion should be denied. Takasugi said he would rule on the motion later.

Motions to dismiss three other counts in the case were denied by the judge as was a motion to question prospective jurors individually in chambers. The jurors will be questioned individually in court and the number of pre-emptory challenges has been increased by Takasugi.

Navas named

WASHINGTON. — Albert M. Navas has been named president of the American National Metric Council. He has been with Arthur Andersen & Co. since 1979.



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It will be from within the Continent

Europeans face intense competition

Continued from Page 1

Germany's auto makers have 12 percent in the 1983-1985 period. Exports to the U. S. have helped the European car makers considerably, Lawson said.

The Japanese share of the European markets is expected to decline for several years, both because of competition from European cars and because of policital reasons, Lawson said.

"The Europeans probably have got things together enough now to fight back," he said, pointing to the Dutch market where the Japanese import share has fallen in the second half of the year.

Still, the Japanese will be taking an estimated 23.5 percent of the market there this year, and that is low compared with some of the unrestricted European markets. They are probably bearing the brunt of shrunken worldwide export markets open to the Japanese, Lawson said.

Denmark, Switzerland, Austria and Finland are likely to see some decreases in the Japanese share in the next few years, according to the Automotive News World Outlook. But a small rebound in the Japanese share is expected late in the decade throughout Europe.

West Germany's 1983 sales promise to be significantly higher than what were expected only three months ago. Car registrations are now expected to be 11 percent higher than in 1982, light-truck registrations to be 9 percent higher and medium and heavy-truck registrations to climb 16 percent.

The nation's post-election recovery was heightened by the maturity of five-year savings deposit certificates which citizens began cashing in late 1982 and continued to cash in early 1983 in order to buy major durable goods.

The recovery is expected to continue next year in Germany — as evidenced by forecasts of increased truck sales — although auto sales are expected to remain fairly flat, because been successful in their North American exports and because the North American market is expected to continue to grow in the medium term, Germany's auto industry should fare well despite its flat home market.

• Similarly, Renault's exports to American Motors should help offset a weakening economy that is expected to plague France through 1985.

Reflecting the economy, the French truck market is expected to run counter to that in the rest of Europe during the 1983-1985 period, declining 13 percent this year and another 2 percent next year before rising in 1985 to a level that is still below the decade's trend line.

Even with the expansion expected in the rest of Europe's truck markets, only vans are expected to surpass the 1979 peak levels, according to Jeremy Blackford, economist for DRI Europe Truck Division.

Terming Europe's truck market growth for the rest of the forecast period "less than euphoric," Blackford said incentives by all makes in Germany this year inflated the sales total there, much like was done in Britain's car market.

"I don't think it can continue for the rest of the year," he said.

Increases in auto production throughout Europe will just keep pace with the growth in the European market: Two percent on average through 1988, with the big increases coming this year (6 percent) and next (11 percent).

France is expected to record a 5-percent increase in auto output this year but to average only 1 percent annual growth through 1988—and those French production figures include what Renault considers CKD kits to American Motors in the form of Alliances and Encores.

Italy will average 3 percent growth in car production a year, with the big increases this year (9 percent) and next (6 percent).

The most impressive European gains are expected from Spain, which is expected to increase car output 11 percent this year to 1.04 million units, 10 percent next year to 1.14 million units and to average 5.5 percent annual growth through 1988.

UK production will match the European average for the whole period, but only because of this year's 14-percent gain to 1.01 million cars.

Deflates cd

The objective of Ford Motor Co.'s Probe IV car project is reduction in coefficient of drag (cd). Goodyear Tire & Rubber Co. contributes this aerodynamic tire. It's a narrow, high-pressure radial with elliptical sidewalls.

Cadillac sees sales gain to 330,000 for '84 models

By Richard A. Wright
Assistant Managing Editor

DETROIT. — Cadillac anticipates a hefty sales increase for 1984 and most of the gain will come out of the hides of the luxury import lines, according to Robert D. Burger, Cadillac general manager.

"We are projecting 1984 model year sales of 330,000 cars, up 12.4 percent from 1983," Burger told reporters at the press preview of the division's 1984 models.

With the new front-drive C-body delayed until "sometime after the first of the year," Cadillac had little new in the way of product except for the Eldorado convertible. And the projected sales of 3,000 for the convertible are not enough to account for the anticipated increase of 36,300 units.

Burger explained the increase as a matter of Cadillac taking a somewhat larger share of a bigger luxury-car market in 1984.

Burger predicted that U. S. sales would total about 10 million for 1984 and that the luxury segment would account for about 10.5 percent of that total, or about 1,050,000 units. "That's up from projected luxury car sales of 960,000 units in the 1983 model year," he said.

Burger said Cadillac sales have made a strong showing this year. In the first eight months of this calendar year, he said, Cimarron sales are up 62.5 percent, Seville sales are up 44 percent, Eldorado up 24.7 percent and DeVille-Fleetwood sales are up 21.6 percent.

In a question-and-answer session, Burger conceded that dealers have urged continuing of the current rear-drive C bodies, but stressed that these considerations have nothing to do with the delay in the introduction of the new, smaller front-drive C-bodies.

The car is being delayed because of transmission problems and other difficulties. He said if the new C-body is ready by spring, the current rear-drive models might be built through the model year.

Questioned about the oft-rumored "$50,000 Cadillac" said to be in the works to compete more directly with Mercedes-Benz, Burger said only that "we are thinking about it . . . we are thinking about a lot of things."

One thing Cadillac is not thinking about, he said in response to another question, is a Cimarron convertible.

Chevrolet shows Citation IV, a car for the '90s

Continued from Page 2

extended, crisply terminated rear deck.

Unlike the show car, however, Citation IV has open wheel housings, wider tires, exposed windshield wipers and mirrors.

The drag coefficient of Citation IV in operating trim is targeted in the .18 range. Chevrolet said such a cd would produce 61 percent less air drag than current production Citations and account for energy savings equivalent to a 20-MPG increase in highway mileage.

The division said a Chevrolet engineering design staff team is responsible for the electronics, materials and packaging technology brought in Citation IV.

Computer-controlled, touch-activated combination locks built into the car's fiberglass skin open the doors. There are no door handles.

Seats are thin-mold urethane.

Instrumentation is all digital with provisions for reflecting speedometer readings off the inside of a windshield inclined only 32 degrees from horizontal (flatter by almost 10 percent than the angle of the production Chevrolet with today's most radical windshield — the new Corvette).

Computers sense road speed and adjust electrically assisted, variable-rate rack-and-pinion steering.

Brakes are also electrically activated.

NEW-CAR REGISTRATION OUTLOOK

	1981	1982	1983	1984	1985	1986	1987	1988
West Germany	2.330	2.155	2.390	2.401	2.495	2.388	2.467	2.521
Import % of Total	27.2	25.0	25.8	26.0	26.4	26.4	26.7	26.6
Japanese % of Total	9.5	9.8	9.7	9.6	9.8	9.8	9.9	9.9
France	1.835	2.057	1.965	1.911	1.923	2.015	2.037	2.053
Import % of Total	28.2	30.5	30.2	30.7	31.0	31.5	31.6	31.9
Japanese % of Total	2.5	2.8	2.7	3.0	2.9	3.0	3.0	3.2
United Kingdom	1.485	1.555	1.712	1.635	1.631	1.656	1.690	1.710
Import % of Total	55.7	57.7	56.3	55.3	56.8	57.1	57.5	57.5
Japanese % of Total	10.9	11.0	10.8	10.7	10.7	10.6	10.8	10.8
Italy	40.9	1.684	1.595	1.680	1.736	1.719	1.704	1.710
Import % of Total	40.9	40.8	39.0	39.6	40.8	42.3	42.6	42.7
Japanese % of Total	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Netherlands	0.389	0.407	0.442	0.455	0.447	0.462	0.475	0.487
Japanese % of Total	24.4	22.4	23.5	22.1	23.1	23.3	23.7	24.5
Belgium	0.342	0.326	0.318	0.330	0.343	0.368	0.394	0.403
Japanese % of Total	22.8	21.4	23.2	21.5	22.5	23.5	23.5	23.9
Denmark	0.072	0.085	0.098	0.109	0.116	0.119	0.113	0.119
Japanese % of Total	24.2	25.3	31.3	27.1	27.4	28.5	28.9	29.7
Ireland	0.106	0.073	0.061	0.066	0.073	0.081	0.089	0.097
Japanese % of Total	29.6	27.6	30.9	30.5	30.5	31.8	32.8	33.2
Sweden	0.189	0.218	0.209	0.225	0.239	0.245	0.248	0.259
Japanese % of Total	13.7	15.2	14.6	13.8	14.8	15.4	15.8	16.0
Norway	0.105	0.116	0.117	0.124	0.130	0.128	0.123	0.132
Japanese % of Total	33.6	35.8	36.2	34.5	35.2	35.7	36.1	36.1
Finland	0.105	0.127	0.128	0.131	0.128	0.124	0.129	0.136
Japanese % of Total	36.7	35.2	36.7	35.9	36.7	36.8	37.4	38.0
Switzerland	0.291	0.291	0.280	0.292	0.300	0.296	0.293	0.302
Japanese % of Total	27.2	26.8	28.1	27.3	27.0	27.8	28.0	28.0
Austria	0.199	0.201	0.235	0.243	0.250	0.254	0.240	0.246
Japanese % of Total	25.4	26.5	28.5	26.0	26.0	26.8	26.8	27.6
Spain	0.506	0.536	0.554	0.581	0.604	0.628	0.666	0.702
Japanese % of Total	1.4	1.3	1.2	1.3	1.2	1.2	1.3	1.3
Total Europe	**9.694**	**9.831**	**10.104**	**10.183**	**10.415**	**10.483**	**10.668**	**10.877**
Japan	2.867	3.038	3.131	3.203	3.214	3.296	3.266	3.276
U. S.	8.533	7.979	9.267	10.447	11.029	.....	.....	.....
Total World Car Registrations	**23.880**	**23.480**	**25.228**	**26.811**	**27.894**	.....	.....	.....

CAR PRODUCTION OUTLOOK

West Germany	3.579	3.761	3.799	3.808	3.947	3.925	4.001	4.101
France*	2.612	2.777	2.916	2.845	2.884	2.940	2.970	2.994
United Kingdom	0.942	0.888	1.008	0.991	0.968	0.944	0.929	0.943
Italy	1.253	1.267	1.385	1.466	1.516	1.501	1.514	1.529
Spain	0.854	0.934	1.036	1.135	1.177	1.210	1.243	1.280
Total Europe	**9.776**	**10.238**	**10.828**	**10.908**	**11.159**	**11.192**	**11.345**	**11.536**
Total North America	**7.024**	5.781	7.80	8.90	9.20	.....	.....	.....
Japan	6.974	6.887	7.043	7.419	7.596	7.726	7.737	7.797
Total World Car Production	**25.722**	**24.825**	**27.676**	**29.595**	**30.609**	.....	.....	.....

TRUCK AND VAN REGISTRATION OUTLOOK

European light commercials	0.822	0.860	0.832	0.828	0.850	0.867	0.884	0.907
European mediums and heavies	0.215	0.198	0.207	0.221	0.238	0.256	0.264	0.268
U. S. truck and van total	2.27	2.56	3.09	3.65	3.78	.....	.....	.....

TRUCK AND VAN PRODUCTION OUTLOOK

European light trucks	0.208	0.189	0.179	0.191	0.210	0.234	0.242	0.248
European mediums and heavies	0.209	0.210	0.184	0.190	0.196	0.216	0.220	0.227
European vans	0.903	0.893	0.899	0.917	0.932	0.964	0.982	1.010

Units stated in millions. Totals may not add due to rounding.
*Renaults built in U.S. included as CKD kits.

Imports gain 5 pct. for month

August domestic sales up 29 pct.

Continued from Page 2

was 6,111,014, up 15.87 percent from 5,274,009.

In August, General Motors dealers retailed 318,004 new cars, up 24.74 percent from 254,937 in 1982. Ford Motor Co. sales of 121,162 were up 32.14 percent from 91,690.

Chrysler Corp. reported a sales increase of 33.29 percent, climbing to 64,518 from 48,405. Chrysler said it was the 12th month in a row that sales of its domestic cars exceeded year-ago levels.

American Motors sales more than doubled August to August, climbing to 13,833 from 5,807. Volkswagen was off 11.60 percent, to 7,578 from 8,572, and Honda Accords from Marysville, O., added to 5,865 for their first August on the charts.

GM earned 59.89 percent of the August market, down from 62.27 percent last year. Ford edged up to 22.82 percent from 22.40 percent. Chrysler pushed to 12.15 percent from 11.82 percent. AMC sales accounted for 2.61 percent of the domestic market, up from 1.42 percent. VW dropped to 1.43 percent from 2.09 percent, and Honda absorbed the remaining 1.10 percent of the August, 1983, domestic market.

Of the domestic makes, only Imperial, VW and AMC (without Alliance) were down for the month. Imperial dropped 15.91 percent, VW was off 11.60 percent and AMC tumbled 62.27 percent.

Plymouth was up 13.84 percent, Chrysler was up 65.89 percent and Dodge was up 27.52 percent. Ford sales climbed 30.87 percent, Mercury was up 27.75 percent and Lincoln was up 66.08 percent.

Buick sales were up 28.08 percent, Cadillac was up 26.73 percent, Chevrolet was up 14.11 percent, Oldsmobile was up 39.31 percent and Pontiac was 25.93 percent ahead of August, 1982, sales.

• Import companies setting records for the month included Jaguar, Saab, BMW, Mercedes-Benz and Volvo. Jaguar sales were up 38.03 percent over 1982, Saab was up 18.38 percent, BMW was up 39.76 percent, Mercedes was up 27.23 percent and Volvo was up 13.21 percent.

Toyota sales were 50,321 in August, 1983, compared with 50,607 a year earlier, while Nissan expanded to 47,451 from 39,283, a 20.79-percent increase. Honda import sales were off 14.94 percent, Mazda was down 4.12 percent and Subaru was up 13.58 percent.

The market class breakout showed imports with the largest single piece of the total, 28.26 percent. They were followed by U. S. intermediates at 26.56 percent, compacts at 16.11 percent, standards at 12.41 percent, subcompacts at 11.15 percent and luxury models at 5.51 percent.

In the domestic-only market, intermediates accounted for 37.01 percent, compacts had 22.46 percent, standards had 17.30 percent, subcompacts had 15.55 percent and luxury cars claimed 7.68 percent.

Aug. 21-31 domestic sales totaled 191,170, up 15.50 percent from 165,509 a year earlier. In 1981, late-August sales added to 245,608 and in 1980 they were 195,454.

The daily-selling rate for Aug. 21-31 was 21,241 this year compared with 18,390 in 1982. There were nine days in the period both years.

Annualized domestic sales based on late-August results were moving at a rate of 6,341,000 for 1983.

For the period, GM was up 10.04 percent, Ford was up 18.45 percent, Chrysler was up 18.91 percent, American Motors was up 108.63 percent, VW was unchanged and Honda sales were 1,877.

GM earned 58.64 percent of the domestic market, Ford had 23.81 percent, Chrysler claimed 11.59 percent, AMC had 2.95 percent, VW earned 2.03 percent and Honda held 0.98 percent.

IMPORTED CAR SALES

	August, 1983	August, 1982	8 Mos., 1983	8 Mos., 1982
Alfa Romeo	237	204	2,244	1,343
Audi	4,405	4,078	31,379	30,218
BMW	5,951	4,258	37,733	33,426
Conquest/Challenger	1,217	1,473	11,446	10,383
Plymouth Colt	3,559	5,566	22,301	25,886
Dodge Colt	4,036	5,548	25,532	27,264
DeLorean	.....	272	355†	2,218
Fiat	.....	822	4,489	11,917
Honda	25,786	30,315	269,059	250,406
Isuzu	1,826	1,394	13,705	9,175
Jaguar	1,176	852	9,966	6,083
Lancia	.....	120	513	660
Mazda	15,071	15,718	118,525	107,248
Mitsubishi	3,271	.....	20,305	.....
Mercedes-Benz	6,289	4,943	48,129	42,302
Nissan	47,451	39,283	371,251	314,261
Peugeot	1,144	1,452	9,865	9,740
Porsche	1,883	1,075	15,239	8,955
Renault	3,452	2,366	23,603	26,307
Saab	2,106	1,779	18,220	12,334
Conquest/Sapporo	1,093	1,417	9,267	8,396
Subaru	14,747	12,984	107,523	98,066
Toyota	50,321	50,607	382,629	363,057
Plymouth Vista	2	.....	2	.....
Dodge Vista	1	.....	1	.....
Volkswagen	6,864	6,397	51,169	44,299
Volvo	7,225	6,382	63,786	55,922
TOTAL	209,113	199,305	1,668,236	1,499,866

† Estimate

U. S. CAR SALES BY MARKETING UNITS

	August, 1983	August, 1982	8 Mos., 1983	8 Mos., 1982
Chevrolet	110,203	96,579	895,311	845,951
Ford	78,304	59,834	677,686	619,052
Oldsmobile	74,022	53,135	661,099	518,154
Buick	67,101	52,389	555,805	462,420
Toyota	50,321	50,607	382,629	363,057
Pontiac	43,665	34,675	344,744	323,034
Nissan	47,451	39,283	371,251	314,261
Honda	31,651	30,315	296,390	250,406
Mercury	33,496	26,219	265,576	222,332
Dodge	28,078	24,920	249,149	206,759
Plymouth	23,989	23,967	218,744	206,108
Cadillac	23,013	18,159	192,338	152,015
VW of America	20,730	20,122	154,077	146,081
Chrysler/Imperial	22,359	13,522	172,773	112,497
Mazda	15,071	15,718	118,525	107,248
Subaru	14,747	12,984	107,523	98,066
AMC-Renault	17,285	8,173	152,563	86,457
Lincoln	9,362	5,637	65,521	54,991
Volvo	7,255	6,382	63,786	55,922
Mercedes-Benz	6,289	4,943	48,129	42,302
BMW	5,951	4,258	37,733	33,426
Saab	2,106	1,779	18,220	12,334
Isuzu	1,826	1,394	13,705	9,175
Fiat	.....	822	4,489	11,917
Peugeot	1,144	1,452	9,865	9,740
Jaguar	1,176	852	9,966	6,083
Mitsubishi	3,271	.....	20,305	.....
DeLorean	.....	272	355†	2,218
Alfa Romeo	237	204	2,244	1,343
TOTAL	740,073	608,716	6,111,014	5,274,009

† Estimate.

Chevy expects '84 car sales of 1.5 million

By Marjorie Sorge

WARREN, Mich. — Chevrolet will sell 1.5 million cars and 1.2 million trucks in the 1984 model year, up from 1.3 million cars and 900,000 trucks in the 1983 model year, according to Robert C. Stempel, division general manager.

Stempel said that the industry could look for 10 million or more car sales in the 1984 model year.

As for its own sales, Chevrolet predicts: 285,000 Celebrities, up 86.3 percent over 1983; 250,000 Chevrolets, up 8.7 percent; 190,000 Camaros, up 6.1 percent; 134,000 Monte Carlos, up 36.7 percent; 350,000 Cavaliers, up 60.6 percent; 180,000 Chevettes, down 1.1 percent; 90,000 Citation IIs, down 23.1 percent, and 35,000 Corvettes, up 34.6 percent.

The Cavalier figure includes 7,000 convertibles.

More 1984 sales predictions from the division are: 215,000 S-10 pickup trucks, up 16.8 percent; 125,000 S-10 Blazers, up 58.2 percent; 402,000 standard pickups, up 13.9 percent; 44,000 standard Blazers, up 83.3 percent; 43,000 Suburbans, up 26.5 percent; 185,000 Chevy vans and Sportvans, up 26.7 percent, and 25,000 El Caminos, up 11.1 percent, and 36,000 motor home chassis and other types of vans.

Stempel said that the GM ventures with Isuzu, Suzuki and Toyota are moving ahead. He said that the Toyota venture is moving along mechanically and technically regardless of threatened lawsuits from some "spoiled sport" domestic companies.

Stempel also said that there is currently a 30-week backlog on the 1984 Corvette which means waiting time for customers. He said the division is "going to see what the staying power is before adding a second shift" at the Corvette plant.

DOMESTIC CAR SALES

	August 21-31, 1983	Same Period, 1982	August, 1983	August, 1982	YTD, 1983	YTD, 1982
Renault Alliance	.....	.....	11,642	.....	93,573	.....
Spirit	.....	.....	89	995	3,973	12,961
Concord	.....	.....	110	2,910	10,988	23,334
Eagle	.....	.....	1,992	1,902	20,426	23,855
AMC	.....	.....	2,191	5,807	35,387	60,150
AMERICAN MOTORS*	5,633	2,700	13,833	5,807	128,960	60,150
Horizon	1,379	1,096	5,060	2,672	35,494	32,583
Turismo/TC-3	837	1,344	2,837	3,219	24,606	26,727
Reliant	2,796	3,467	10,801	9,715	113,500	97,038
Gran Fury	194	397	637	1,378	13,574	15,478
Total Plymouth	5,206	6,304	19,335	16,984	187,174	171,826
LeBaron	.....	.....	.....	.....	.....	912
LeBaron K	2,178	2,829	6,368	7,100	55,056	59,754
Laser	62	.....	62	.....	62	.....
Cordoba	215	537	709	1,197	9,459	10,315
New Yorker 5th Ave.	2,677	2,009	6,821	5,137	56,646	39,625
E-Class	1,282	.....	2,878	.....	23,932	.....
New Yorker E	2,506	.....	5,447	.....	26,496	.....
Total Chrysler	8,920	5,375	22,285	13,434	171,651	110,606
Total Imperial	13	38	74	88	1,122	1,891
Omni	1,236	1,051	4,324	2,488	31,836	27,166
Charger/024	1,415	1,367	4,310	3,216	30,889	22,504
Daytona	52	.....	52	.....	52	.....
Aries	2,515	2,767	6,801	7,491	83,335	72,531
Dodge 400	779	935	2,444	2,411	22,211	18,140
Diplomat	448	604	1,422	1,827	19,969	18,773
Mirada	132	196	391	466	3,649	4,998
Dodge 600	1,445	.....	3,080	.....	20,229	.....
Total Dodge	8,022	6,920	22,824	17,899	212,170	169,112
C-P Division	14,139	11,717	41,694	30,506	359,947	284,323
CHRYSLER CORP.	22,161	18,637	64,518	48,405	572,117	453,435
EXP	612	726	1,471	1,621	16,557	27,206
Escort	6,667	8,166	16,769	18,972	226,679	233,523
Tempo	7,820	.....	20,285	.....	51,318	.....
Mustang	2,707	3,167	6,911	7,811	78,748	78,972
Fairmont	284	5,356	933	10,786	35,760	88,439
Granada	.....	2,503	.....	6,674	3,751	77,076
Thunderbird	4,774	1,764	13,188	4,046	76,695	30,086
LTD '83	3,908	.....	10,678	.....	101,835	.....
Crown Victoria	2,630	4,059	8,069	9,924	84,343	83,750
Ford Division	29,402	25,741	78,304	59,834	677,686	619,052
LN7	53	263	154	599	4,006	9,466
Lynx	2,127	4,070	5,483	9,839	56,644	70,633
Topaz	2,144	.....	6,143	.....	16,104	.....
Zephyr	.....	961	.....	3,171	11,583	28,204
Cougar	.....	1,033	.....	2,769	906	33,814
XR-7	3,813	682	10,095	1,503	50,474	10,906
Capri	545	862	1,351	2,238	15,144	19,979
Marquis '83	1,544	.....	4,405	.....	42,002	.....
Grand Marquis	2,033	2,334	5,865	6,100	68,713	49,330
Total Mercury	12,259	10,205	33,496	26,219	265,576	222,332
Continental	290	408	788	917	9,663	14,384
Lincoln	2,765	1,355	6,272	2,912	35,873	23,490
Mark VI	797	715	2,302	1,808	19,985	17,117
Total Lincoln	3,852	2,478	9,362	5,637	65,521	54,991
L-M Division	16,111	12,683	42,858	31,856	331,097	277,323
FORD MOTOR CO.	45,513	38,424	121,162	91,690	1,008,783	896,375
Skyhawk	1,881	1,736	5,729	4,366	51,820	26,188
Skylark	1,746	4,392	5,406	10,668	71,477	98,940
Century FD	5,038	3,515	14,529	7,603	89,588	57,100
Regal Sedan	1,837	2,017	5,398	5,191	51,404	52,358
Regal Coupe	5,155	3,809	12,807	9,961	106,686	93,738
LeSabre	3,944	3,406	13,018	8,887	101,375	70,384
Electra	1,999	1,259	6,210	3,464	51,793	36,172
Riviera	1,409	852	4,004	2,249	31,662	27,540
Buick Division	23,009	20,986	67,101	52,389	555,805	462,420
Cimarron	398	322	1,253	977	13,105	8,063
Seville	896	507	2,572	1,548	19,702	13,683
Cadillac	3,766	4,135	13,107	11,591	115,399	94,871
Eldorado	2,043	1,360	6,081	4,043	44,132	35,398
Cadillac Division	7,103	6,324	23,013	18,159	192,338	152,015
Chevette	5,191	9,538	13,956	22,643	120,867	158,696
Cavalier	7,253	3,387	20,927	7,970	164,872	76,048
Citation	1,838	5,537	5,191	13,709	68,123	131,296
Camaro	4,787	5,850	13,695	15,300	119,037	128,036
Celebrity	6,154	3,327	17,180	6,717	103,983	55,054
Malibu	2,861	2,790	9,244	7,582	76,361	77,399
Monte Carlo	2,916	2,411	8,237	6,671	64,745	67,416
Chevrolet	6,071	5,583	19,107	14,377	158,614	136,036
Corvette	966	605	2,666	1,610	18,709	15,970
Chevrolet Division	38,037	39,028	110,203	96,579	895,311	845,951
Firenza	1,141	959	2,867	2,387	31,325	15,702
Omega	944	2,364	2,678	5,348	37,964	50,302
Cutlass Ciera	6,564	3,120	17,178	6,725	115,067	64,729
Supreme	8,218	6,626	21,802	18,000	217,257	189,804
Olds 88	5,719	5,035	16,425	14,101	157,920	121,632
Olds 98	3,901	1,614	10,080	4,546	76,211	53,811
Toronado	1,196	770	2,992	2,028	25,355	22,174
Oldsmobile Division	27,683	20,488	74,022	53,135	661,099	518,154
1000	1,340	1,772	3,014	3,892	23,842	34,887
2000	1,897	1,953	5,936	4,373	59,987	35,731
Phoenix	534	1,327	1,356	2,990	18,328	34,466
Firebird	2,344	3,439	6,664	7,932	59,723	72,862
6000	3,144	1,953	8,278	4,068	56,177	29,205
Bonneville	2,825	2,153	7,275	5,441	54,996	51,692
Grand Prix	3,072	2,444	8,100	5,979	60,392	60,015
Pontiac	1,107	.....	3,042	.....	11,299	4,176
Pontiac Division	16,263	15,041	43,665	34,675	344,744	323,034
GENERAL MOTORS	112,095	101,867	318,004	254,937	2,649,297	2,301,574
VOLKSWAGEN	3,891	3,881	7,578	8,572	56,290	62,609
HONDA	1,877	.....	5,865	.....	27,331	.....
DOMESTIC TOTAL	191,170	165,509	530,960	409,411	4,442,778	3,774,143
IMPORT TOTAL	.....	.....	209,113	199,305	1,668,236	1,499,866
INDUSTRY TOTAL	.....	.....	740,073	608,716	6,111,014	5,274,009

*—AMC does not issue a nameplate breakdown for 18-day periods.

Makers build 484,081, up 36 pct. over 1982

August car output best since 1978

By Mary Beth Mayer
Staff Writer

The domestic auto makers' August production total was the highest for that month since 1978.

At 484,081, output for the month was 36.88 percent above the 353,656 units completed in the year-ago month and beat all August totals since 512,073 units were finished five years ago.

Car production dipped 10.68 last week as all plants were closed Monday (Sept. 5) for the Labor Day holiday. Thirteen assembly facilities posted overtime.

Last week's output is estimated at 125,455, down from 140,445 units built last week, but 34.32 percent over 93,405 completed in the year-ago week.

So far this year, 4,458,805 cars have been assembled, a 23.27 percent gain over the 3,617,286 units finished in the comparable 1982 period.

Breakdown for the week by companies was: General Motors, 59.93 percent; Ford Motor Co., 20.10 percent; Chrysler Corp., 14.95 percent; American Motors, 2.87 percent; Volkswagen of America, 1.50 percent, and Honda, 0.65 percent.

Honda's production was low last week due to model changeover.

Five GM plants worked two shifts of overtime on Saturday, Sept. 10. Working Saturday were: Detroit, Fairfax, Flint (B and G lines), Lansing (B and C lines) and Pontiac.

Ford also had five plants on overtime last week. Those plants were: Chicago, Kansas City, Lorain, St. Louis and Wayne. All worked daily overtime except Kansas City, which also worked Saturday.

Three Chrysler plants, Belvidere, Jefferson and Newark, logged two daily nine-hour shifts last week.

Closing this week due to a materials shortage are GM's Norwood and Van Nuys plants. Both are slated to be back to work next Monday, Sept. 19.

Judge denies local's attempt to restrict GM-Toyota plan

By Marjorie Sorge
Labor Editor

A federal district judge in San Francisco has denied a request for a temporary restraining order by some UAW members to stop officials of the General Motors-Toyota joint venture and the UAW from reaching any labor agreement involving the production of a car at the idle GM Fremont (Calif.) assembly plant unless the members of the local are allowed to vote on the pact.

However, Judge Spencer Williams has scheduled a hearing on a preliminary injunction for Thursday (Sept. 15).

GM and Toyota are planning to build a car at Fremont if their joint venture is approved by the Federal Trade Commission. The former Fremont workers have been worried that they will not be recalled if the plant does reopen. It has been closed since March, 1982.

The suit, filed by members of UAW Local 1364, also claims that the UAW revoked its charter illegally on July 25 and that the revocation is part of a conspiracy with GM and Toyota to stop the former Fremont workers from having a voice in the labor agreement.

A UAW spokesman said it is standard operating procedure to revoke the charter of a local representing a defunct plant. He said it is the international's belief that the local did not exhaust all the internal union avenues such as the International Executive Board and the Review Board.

GM had no comment on the suit.

82 pct. of vehicles tested pass Mass. inspections

BOSTON.—In April and May, the first two months of the newly implemented Massachusetts combined motor vehicle tailpipe emissions and safety inspection, some 82 percent of the vehicles tested passed on their first try.

The Massachusetts State Department of Environmental Quality Engineering and the State Registry of Motor Vehicles found that there was a 12 percent failure rate on the test's emissions phase and an 8 percent failure rate on the safety portion.

Truck production for August hits five-year high

August truck output reached 197,741, a 38.70 percent leap from 142,571 units built in the year-ago period and the best August total since 278,378 units were finished in that month in 1978.

Truck production for last week's four working days was targeted at 45,000, down 3.14 percent from 46,457 built the previous week, but a 39.73 percent gain over 32,205 assembled in the year-ago period.

Year-to-date, the manufacturers have produced 1,547,899 units, up 11.36 percent from 1,390,081 units built at this time last year.

General Motors' St. Louis truck point posted Saturday overtime last week.

Also working extra hours last week were Ford Motor Co.'s Louisville, Norfolk and Twin Cities facilities. All three plants put in daily overtime, and Louisville also worked Saturday.

Chrysler Corp.'s Warren point logged daily overtime last week.

Canada builds 40,200 trucks for August record

In August, Canadian truck makers assembled 40,200 units, an alltime high for the month.

The total was 7.97 percent above the 37,235 built in August of last year, the previous record, and 64.63 percent greater than the 24,419 trucks completed in July of this year.

Last week, the truck manufacturers worked only four days due to a holiday and scheduled 10,720 units, down 7.24 percent from 11,585 built the week before, and up 20.77 percent from 8,889 finished in the year-ago week.

Year-to-date, 355,469 trucks have been completed, down 1.84 percent from 362,115 finished in the year-ago period.

At 56,104, auto production in Canada last month was down 15.96 percent from 66,758 assembled in the year-ago month, but up 16.42 percent from 48,193 built in July. August was the second lowest month for car production so far this year.

The makers estimated car production during holiday-shortened last week at 14,680, 10.30 percent behind 16,364 assembled the previous week and 17.56 percent down from 17,805 built in the year-ago week.

So far this year, 664,243 cars have been assembled, up 6.81 percent from 621,898 completed in the year-ago period.

Chrysler Corp.'s Windsor car facility is retooling for the T-115 van/wagon, which it will begin to produce in early October.

Ford Motor Co.'s St. Thomas car point is slated to go down today for four weeks of tooling changes to add production of full-size cars to the Escort/Lynx subcompact cars already built there.

TRUCK PRODUCTION IN U. S.†

	Week Ended Sept. 10, 1983	Week Ended Sept. 11, 1982	Week Ended Sept. 3, 1983	Aug. Total	Jan. 1 to Sept. 11, 1982	Jan. 1 to Sept. 10, 1983
CHEVROLET	14,729	12,317	13,900	70,152	477,058	541,301
DODGE	2,700	2,266	2,761	12,290	92,346	94,593
FORD	18,359	10,792	20,480	74,833	502,734	605,527
GMC	5,044	2,970	4,288	18,251	172,323	173,969
INTERNATIONAL	932	881*	1,086	4,989	34,785	34,542
VOLKSWAGEN	.....	.....	.....	.....	8,103	2,079
JEEP	2,000	1,929*	2,489	10,996	61,052*	57,151
NISSAN	396	.....	403	1,400	.....	2,617
AM GENERAL	40*	50*	50*	230*	1,680*	1,720*
MISCELLANEOUS	800*	1,000*	1,000*	4,600*	40,000*	34,400*
Total Trucks, U. S.	45,000	32,205	46,457	197,741	1,390,081	1,547,899

CANADIAN TRUCK PRODUCTION

	Week Ended Sept. 10, 1983	Week Ended Sept. 11, 1982	Week Ended Sept. 3, 1983	Aug. Total	Jan. 1 to Sept. 11, 1982	Jan. 1 to Sept. 10, 1983
CHRYSLER CORP.	2,652	2,148	2,519	10,704	72,282	86,836
FORD MOTOR	2,853	2,322	3,263	10,956	103,438	92,119
GENERAL MOTORS	5,112	4,218	5,678	18,089	178,232	172,635
INTERNATIONAL	103	211*	125	451	8,163	3,879
Total Trucks, Canada.	10,720	8,899	11,585	40,200	362,115	355,469
N. American Trucks	55,720	41,104	58,042	237,941	1,752,196	1,903,368

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Sept. 10, 1983	Week Ended Sept. 11, 1982	Week Ended Sept. 3, 1983	Aug. Total	Jan. 1 to Sept. 11, 1982	Jan. 1 to Sept. 10, 1983
AMERICAN MOTORS	3,600	2,800*	4,645	19,699	51,779*	123,688
AMC Total	.....	1,500*	.....	.....	.....	4,071
Concord	.....	.....	.....	.....	.....	3
Eagle	.....	.....	.....	.....	.....	4,068
Renault Total	3,600	1,300*	4,645	19,699	.....	119,617
Alliance	2,160	1,300*	2,701	12,589	.....	108,433
Encore	1,440	.....	1,944	7,110	.....	11,184
CHRYSLER CORP.	18,750	11,835	17,774	66,925	406,625	583,857
Plymouth Total	6,450	4,362	6,281	22,152	164,922	208,994
Horizon	3,000	1,675	3,074	9,378	52,443	77,353
Reliant	3,400	2,554	3,134	12,517	111,950	128,355
Caravelle ('83)	50	133	73	257	529	3,286
Chrysler Total	4,300	2,474	4,564	19,469	81,192	139,545
LeBaron	1,300	1,403	1,456	5,591	76,383	59,593
Laser	800	.....	719	2,907	.....	4,031
Chrysler E-Class	2,200	1,071	2,389	10,971	4,809	75,921
Dodge Total	8,000	4,999	6,929	25,304	160,511	235,318
Omni	3,700	1,597	2,487	9,012	48,728	86,259
Aries	2,600	2,083	2,468	9,648	85,026	95,551
Daytona	500	.....	688	1,743	.....	2,587
Dodge 400	.....	393	.....	.....	23,641	18,478
Dodge 600	1,200	926	1,286	4,901	3,116	32,173
FORD MOTOR	25,219	18,132	30,987	135,807	772,704	1,009,362
Ford Division	17,968	12,110	19,538	83,865	487,652	643,555
Escort	4,624	5,717	4,152	22,722	199,057	179,155
Fairmont	.....	2,635	.....	.....	88,477	23,728
Mustang	1,384	2,725	2,373	6,680	90,616	76,549
LTD/Granada	2,941	794	3,231	13,367	74,818	115,534
Thunderbird	3,391	.....	3,842	13,770	29,326	131,016
Crown Victoria/Ford	1,586	.....	1,911	8,113	.....	63,253
EXP	.....	239	.....	.....	5,358	1,184
Tempo	4,042	.....	3,529	19,213	.....	53,136
L-M Division	7,251	6,022	11,449	51,342	285,052	365,807
Mercury Total	7,251	4,361	8,805	39,822	219,315	289,216
Lynx	1,173	1,520	1,101	8,175	62,836	51,402
Capri	488	902	903	2,088	25,279	15,725
Zephyr	.....	469	.....	.....	28,916	8,601
Marquis/Cougar	1,069	161	1,397	5,728	36,180	49,851
Cougar/XR7	2,425	.....	2,651	12,314	10,580	83,126
Gr. Marquis/Marquis	1,306	1,181	1,747	6,470	54,181	65,027
LN7	.....	128	.....	.....	1,343	290
Topaz	790	.....	1,006	5,047	.....	15,194
Lincoln Total	.....	1,661	2,644	12,120	65,737	76,591
Continental ('82)	.....	332	.....	.....	13,674	8,793
Lincoln	.....	871	2,644	12,120	29,930	47,607
Mark VI	.....	458	.....	.....	22,133	20,191
GENERAL MOTORS	75,186	60,638	83,213	244,994	2,323,894	2,649,033
Buick Division	16,690	12,233	18,232	56,415	542,364	601,280
Skylark	2,976	3,449	3,146	3,815	104,388	69,458
Skyhawk J	996	1,106	1,254	5,003	49,784	49,719
Century	3,492	322	4,037	8,433	89,941	109,372
Regal	4,041	3,249	4,047	20,481	147,605	170,336
Buick	4,201	3,132	4,593	14,128	124,879	168,746
Riviera	984	975	1,155	4,555	25,767	33,649
Cadillac Division	5,621	4,672	6,080	13,118	158,839	206,445
Cimarron	308	423	426	891	4,504	13,689
Seville	608	453	736	2,478	14,504	23,680
Eldorado	1,136	905	1,429	4,903	38,736	51,673
Cadillac	3,569	2,891	3,489	4,846	101,095	117,403
Chevrolet Division	23,941	20,149	27,442	91,331	750,866	867,378
Chevette	3,800	3,464	4,476	19,450	156,756	129,831
Cavalier	4,596	2,704	5,952	18,902	61,965	203,271
Celebrity	2,500	1,835	3,252	6,888	46,866	90,849
Camaro	4,360	4,995	4,346	9,569	167,338	134,469
Citation	1,560	2,180	1,812	6,423	128,665	69,676
Malibu/El Camino	623	1,506	663	5,470	86,073	99,656
Monte Carlo	2,349	1,896	2,828	10,778	52,309	69,403
Chevrolet	3,653	1,082	3,489	10,992	30,821	52,894
Corvette	500	486	624	2,859	20,073	17,329
Oldsmobile Division	18,823	15,137	21,170	61,318	537,115	696,544
Omega	1,072	1,303	1,759	2,028	61,222	40,120
Firenza	740	380	914	1,151	34,798	32,465
Cutlass	5,378	4,097	6,720	21,343	138,668	204,629
Cutlass/Ciera	4,171	3,559	5,199	14,863	87,445	142,058
Oldsmobile	6,738	5,209	5,695	18,937	192,900	248,883
Toronado	724	589	883	2,996	22,082	28,389
Pontiac Division	10,111	8,447	10,289	22,812	334,710	277,386
Acadian†	.....	68	207	770	8,353	15,549
2000	3,224	1,031	3,362	3,516	30,296	71,346
1000	756	505	583	3,920	27,751	30,964
Firebird	1,800	3,047	2,578	5,519	99,811	65,638
Phoenix	395	1,356	570	1,909	37,478	18,805
G. Prix/B'ville ('83)	3,218	1,386	1,830	4,897	103,745	71,661
Parisienne	718	.....	1,159	2,281	.....	3,423
6000	.....	1,054	.....	.....	27,276	.....
HONDA	820	.....	1,470	6,452	.....	30,487
VOLKSWAGEN	1,880	.....	2,356	10,204	60,121	62,378
CHECKER	.....	.....	.....	.....	2,163*	.....
Total Cars, U. S.	125,455	93,405	140,445	484,081	3,617,286	4,458,805

CANADIAN CAR PRODUCTION

	Week Ended Sept. 10, 1983	Week Ended Sept. 11, 1982	Week Ended Sept. 3, 1983	Aug. Total	Jan. 1 to Sept. 11, 1982	Jan. 1 to Sept. 10, 1983
AMERICAN MOTORS	480	976	610	2,181	23,161	19,459
CHRYSLER CORP.	.....	3,446	.....	.....	116,036	103,857
FORD MOTOR	8,228	6,803	8,678	33,585	220,464	176,103
GENERAL MOTORS	5,792	6,580	6,851	19,532	255,126	357,987
VOLVO	180	.....	225	806	7,111	6,837
Total Cars, Canada	14,680	17,805	16,364	56,104	621,898	664,243
N. American Cars	140,135	111,210	156,809	540,185	4,239,184	5,123,048
N. American Trucks	55,720	41,104	58,042	237,941	1,752,196	1,903,368
North American Cars and Trucks	195,855	152,314	214,851	778,126	5,991,380	7,026,416

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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September 16, 1983

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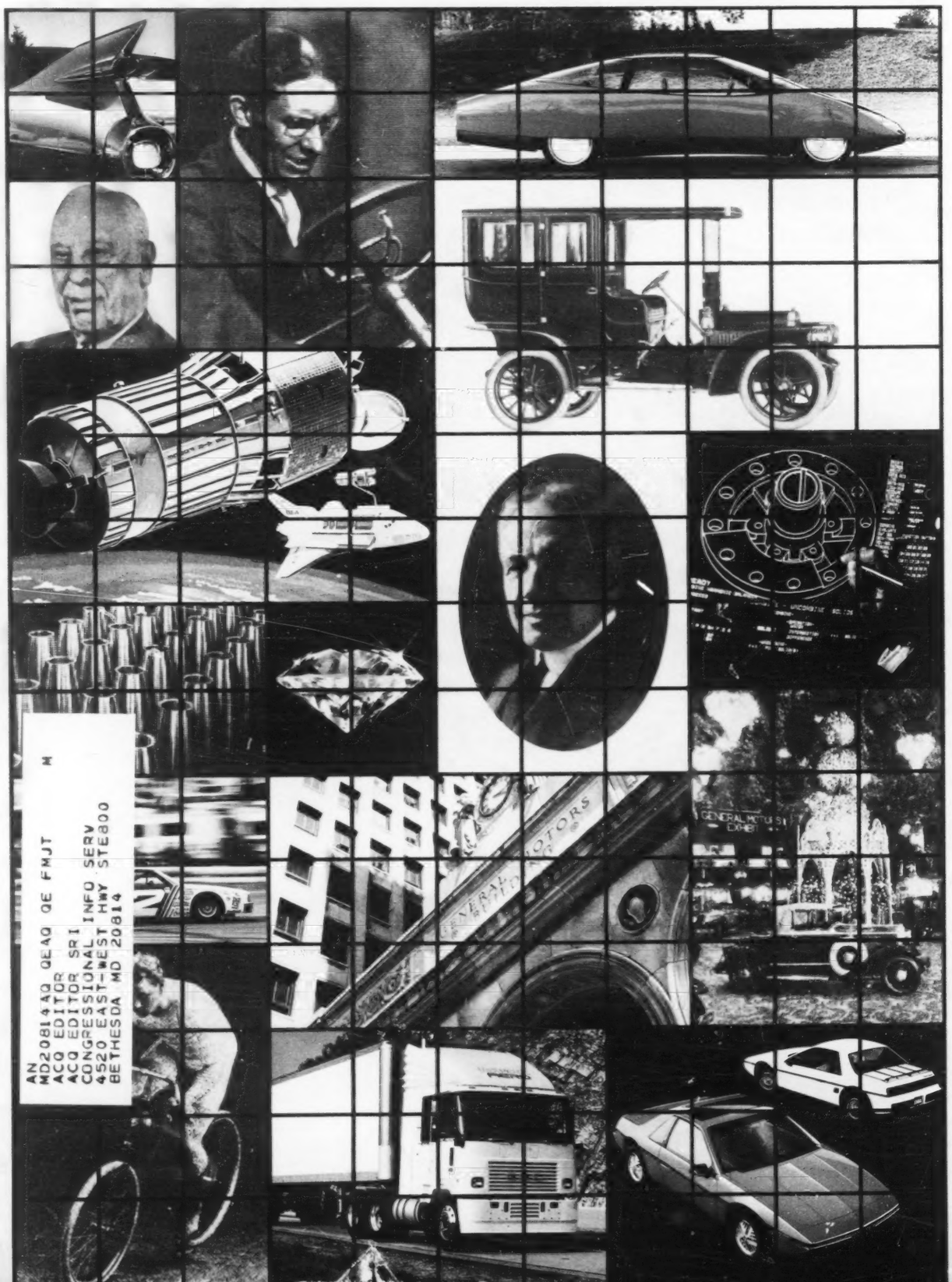

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Over there!

By Richard Feast

GM Continental began assembling U.S. products in a deconsecrated 16th Century abbey in Belgium in 1924, Vauxhall of England became GM's first overseas manufacturing operation in 1925 and Opel entered the fold four years later. Today GM has manufacturing, assembly, distribution or warehousing activities in 35 countries outside the U.S. and Canada.

General Motors first explored the worldwide automotive market in 1911 when the General Motors Export Co. was formed. Its U. S.-made products had some success overseas into the 1920s, but it became clear during that decade that American cars were growing too large to compete effectively abroad where lower income levels, shorter driving distances and higher fuel costs encouraged smaller cars.

Three courses were open to GM if it wished to remain in international enterprise. First, it could continue to export American-style cars in the face of declining demand. Second, it could build a car in the U. S. that would better suit overseas customers — one which would not, however, be widely accepted in its home country and which still would have to hurdle transportation and tariff barriers. Third, GM could — as it decided to do — build cars and trucks overseas to meet overseas customer requirements.

The final choice required greater investment and greater risk, but also promised greater success. On December 31, 1925 Vauxhall Motors Ltd., a small concern in Luton, England, became a GM subsidiary. With an annual output of some 1,500 cars, Vauxhall was GM's first overseas manufacturing concern.

In March, 1929 Adam Opel AG became GM's German manufacturing subsidiary and the second firm to join GM's overseas operations. At the invitation of the Australian government, GM moved after World War II to develop its existing assembly and body manufacturing facilities in that country into a full automobile manufacturing company. The first mass-produced Australian car, the Holden, was produced by General

Crates of Chevrolet parts shipped from the U.S. are picked up at the harbor in Antwerp, Belgium, for delivery to the nearby GM Continental assembly plant. The year is 1925.